COUNTRY REPORT ON MYANMAR

PREPARED BY
SRI LANKA EXPORT DEVELOPMENT BOARD
February 2014
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## 1. COUNTRY PROFILE

### INDICATOR

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Location</strong></td>
<td>Southeastern Asia, bordering the Andaman Sea and the Bay of Bengal, between Bangladesh and Thailand</td>
</tr>
<tr>
<td><strong>Area</strong></td>
<td>676,578 sq km (Global ranking – 40)</td>
</tr>
</tbody>
</table>

### DEMOGRAPHY

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Population</strong></td>
<td>55,167,330 (July 2013 est.)</td>
</tr>
<tr>
<td>Global ranking</td>
<td>25</td>
</tr>
<tr>
<td><strong>Population growth rate</strong></td>
<td>1.05% (2013 est.)</td>
</tr>
<tr>
<td><strong>Population below poverty line</strong></td>
<td>32.7% (2007 est.)</td>
</tr>
<tr>
<td><strong>Labor forces</strong></td>
<td>33.41 million (2012 est.)</td>
</tr>
<tr>
<td><strong>Labor force - by occupation</strong></td>
<td>- agriculture: 70%</td>
</tr>
<tr>
<td></td>
<td>- Industry: 7%</td>
</tr>
<tr>
<td></td>
<td>- Services: 23% (2001 est.)</td>
</tr>
<tr>
<td><strong>Unemployment rate</strong></td>
<td>5.4% (2012 est.)</td>
</tr>
</tbody>
</table>

### ECONOMIC INDICATORS

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GDP (purchasing power parity)</strong></td>
<td>$102.6 billion (2012 est.)</td>
</tr>
<tr>
<td><strong>GDP - real growth rate</strong></td>
<td>6.4% (2012 est.)</td>
</tr>
<tr>
<td><strong>GDP - per capita (PPP)</strong></td>
<td>$1,600 (2012 est.)</td>
</tr>
<tr>
<td><strong>Gross national saving</strong></td>
<td>12.9% of GDP (2012 est.)</td>
</tr>
<tr>
<td><strong>GDP - composition, by end use</strong></td>
<td>Household consumption 80.8%</td>
</tr>
<tr>
<td></td>
<td>Government consumption: 3.8%</td>
</tr>
<tr>
<td></td>
<td>Investment in fixed capital: 16.6%</td>
</tr>
<tr>
<td></td>
<td>Investment in inventories: 0.4%</td>
</tr>
<tr>
<td></td>
<td>Exports of goods and services: 18.9%</td>
</tr>
<tr>
<td></td>
<td>Imports of goods and services: -20.4%</td>
</tr>
<tr>
<td><strong>GDP - composition, by sector</strong></td>
<td>Agriculture: 38.8%</td>
</tr>
<tr>
<td></td>
<td>Industry: 19.3%</td>
</tr>
<tr>
<td></td>
<td>Services: 41.8% (2012 est.)</td>
</tr>
<tr>
<td><strong>Budget revenues</strong></td>
<td>$2.271 billion</td>
</tr>
</tbody>
</table>
- Expenditures: $4.487 billion (2012 est.)

Taxes and other revenues - 4.2% of GDP (2012 est.)

Inflation rate (consumer prices) - 1.5% (2012 est.)

### EXTERNAL TRADE

<table>
<thead>
<tr>
<th>Exports</th>
<th>- $7.82 billion (2012 est.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exports – commodities</td>
<td>- Natural gas, wood products, pulses, beans, fish, rice, clothing, jade and gems</td>
</tr>
<tr>
<td>Exports – partners</td>
<td>- Thailand 40.7%, India 14.8%, China 14.3%, Japan 7.4% (2012)</td>
</tr>
<tr>
<td>Imports</td>
<td>- $7.998 billion (2012 est.)</td>
</tr>
<tr>
<td>Imports – commodities</td>
<td>- Fabric, petroleum products, fertilizer, plastics, machinery, transport equipment; cement, construction materials, crude oil; food products, edible oil</td>
</tr>
<tr>
<td>Imports – partners</td>
<td>- China 36.9%, Thailand 20.2%, Singapore 8.7%, South Korea 8.7%, Japan 8.2%, Malaysia 4.6% (2012)</td>
</tr>
<tr>
<td>Reserves of foreign exchange and gold</td>
<td>- $6.977 billion (31 December 2012 est.)</td>
</tr>
</tbody>
</table>
2. ECONOMY OF MYANMAR

Myanmar’s economy is on track to grow by 6.5% in Fiscal Year 2013 (ending 31 March 2014) and is expected to expand by 6.8% in FY2014. Growth is supported by investor optimism following policy reforms, the reinstatement of Myanmar in the European Union’s Generalized System of Preferences for duty-free and quota-free market access, and a gradual easing of restrictions on financial institutions that facilitates credit to the private sector.

Tourist arrivals rose by 36% in the first 2 months of FY2013, and exports of natural gas will increase from the second half of 2013 as production from the Shwe and Zawtika gas fields comes on line. The government awarded telecommunications licenses to two international companies in June and has selected mainly international firms as preferred bidders to develop airports in Yangon and Mandalay.

Inflation rose to 5.7% year on year in April and May 2013, from around 5% in January-March, largely because of higher food prices. Forecasts in Asian Development Outlook 2013 for average inflation are revised up, reflecting higher domestic food prices and some pass-through to domestic prices of a 10% depreciation of the Kyat against the US dollar that occurred from March to August this year. Reduced credit to the government from the Central Bank should help to contain inflationary pressure over the medium term, supported by a law enacted in July 2013 to grant the central bank more operational autonomy.
Healthy growth in exports and tourism earnings are expected to be more than offset by increased imports stemming from higher investment and an easing of foreign exchange restrictions. Forecasts of current account deficits are widened slightly from April. Stepped-up foreign direct investment and official development assistance are expected to keep the overall balance of payments in surplus. Foreign exchange reserves rose to an estimated US $ 4.6 billion at March 2013, equivalent to 3.7 months of imports, and are projected to move higher.

2.1 Myanmar Key Industries (Table 2.1)

<table>
<thead>
<tr>
<th>No</th>
<th>Industry</th>
<th>No</th>
<th>US $ Mn.</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Power</td>
<td>5</td>
<td>18,874</td>
<td>46.4%</td>
</tr>
<tr>
<td>2</td>
<td>Oil &amp; Gas</td>
<td>109</td>
<td>14,063</td>
<td>34.6%</td>
</tr>
<tr>
<td>3</td>
<td>Mining</td>
<td>66</td>
<td>2,814</td>
<td>6.9%</td>
</tr>
<tr>
<td>4</td>
<td>Manufacturing</td>
<td>164</td>
<td>1,761</td>
<td>4.3%</td>
</tr>
<tr>
<td>5</td>
<td>Hotel &amp; Tourism</td>
<td>45</td>
<td>1,056</td>
<td>2.6%</td>
</tr>
<tr>
<td>6</td>
<td>Real Estate</td>
<td>19</td>
<td>1,056</td>
<td>2.6%</td>
</tr>
<tr>
<td>7</td>
<td>Livestock and Fisheries</td>
<td>25</td>
<td>324</td>
<td>0.8%</td>
</tr>
<tr>
<td>8</td>
<td>Transport and communication</td>
<td>16</td>
<td>314</td>
<td>0.8%</td>
</tr>
<tr>
<td>9</td>
<td>Industrial Estate</td>
<td>3</td>
<td>193</td>
<td>0.5%</td>
</tr>
<tr>
<td>10</td>
<td>Agriculture</td>
<td>7</td>
<td>173</td>
<td>0.4%</td>
</tr>
<tr>
<td>11</td>
<td>Construction</td>
<td>2</td>
<td>38</td>
<td>0.1%</td>
</tr>
<tr>
<td>12</td>
<td>Other Services</td>
<td>6</td>
<td>24</td>
<td>0.1%</td>
</tr>
<tr>
<td></td>
<td><strong>Total</strong></td>
<td>467</td>
<td>40,699</td>
<td>100%</td>
</tr>
</tbody>
</table>

Source: PWC Business guide

Figure 2.1: Annual Real GDP Growth (% change)

Figure 2.2: Myanmar GDP Trends 2000-2011

In 2010 and 2011 the GDP increased at an annual % rate of respectively 5.4%
3. CURRENT MARKET SCENARIO IN MYANMAR

Since Myanmar has changed its economic course from a centrally planned economy to a market oriented system, a series of structural reforms have been introduced and new legal policy instruments were enacted, paving the way for a market oriented economy.

As one of the least developed countries in Asia, Myanmar has market opportunities in nearly every sector, including: infrastructure, transportation, telecommunications, tourism, hotels, agriculture, natural resources, professional services, and labor-intensive manufacturing. Companies that are specializing in construction equipment, resource extraction, refining facilities, power generation, renewable energy, processed foods, tires, chemicals, computers, textiles, garments, fertilizer, and medical equipment will find export potential in Myanmar.

Although a census has not been conducted since 1983, most experts estimate Myanmar’s population at approximately 60 million people, which is comparable to that of neighboring Thailand. Currently only about four percent of Myanmar’s population is considered to be in the “consuming class” with incomes above the level required for subsistence (around $10 per day based on purchasing power parity (PPP)). The most optimistic estimates project a quadrupling of Myanmar’s GDP by 2030 which the urban population is expected to double. Such dramatic growth is far from assured and assumes significant investment in upgrading the country’s infrastructure in the long term, domestic consumption in Myanmar will provide important business opportunities for other countries firms.

Tourism is another sector with a significant potential for growth. According to official figures, Myanmar received 816,369 tourists in 2011 and 1,058,995 tourists in 2012 – an increase of 29%. However, the tourism sector in Myanmar is still in its infancy and faces stiff competition from regional competitors such as Thailand, which recorded more than 22 million tourists in 2012.

Myanmar’s potentials with regard to trade and investment are tremendously enormous in the areas of investment, trading, training and development, services and manufacturing sectors. Besides, Myanmar is endeavoring dynamically for the development of its economy up to its fullest extent.

In the process of Sri Lanka’s enhanced economic engagement with Asian neighbors, Myanmar can surely play a crucial role. Sri Lanka -Myanmar relationship is witnessing an unprecedented upswing in the recent years. The basic principle of import policy in Myanmar is to give priority to capital goods,
construction materials, other essential goods, hygienic materials for the wellbeing of the people. In addition, the State is supporting products for export promotion and as well as import substitution.

China, Thailand, and Singapore together account for nearly three quarters of Myanmar’s imports. More than one third of imports are sourced from the China alone. More than 70% of Myanmar’s imports are manufactured goods. Myanmar’s imports are generally more diversified than exports. For example, motor cycles rank on top of Myanmar’s imports from China and yet represent only 6.3% of total imports from that country.

Myanmar imports from China a broad range of capital and consumer goods, both durable and nondurable, 60%–80% on China as a supplier of these goods.

Imports from Thailand are predominantly petroleum, food and beverages, as well as a broad range of other consumer goods. The same applies to imports from Singapore. Myanmar’s main supplier of petroleum, and to imports from Malaysia and Indonesia, which supply vegetable fats (palm oil) and a range of medium-technology durable goods. India is Myanmar’s main source of medicaments (followed by Thailand) as well as bovine meat.

The Republic of Korea mainly supplies iron, steel and structures, whereas Japan provides motor vehicles, engines as well as civil engineering plants. Hong Kong, China is the key source of optical goods, watches and clocks, and Germany provide highly specialized machinery, tools and materials, such as special pigments and paints (see Annex 01).

Main potential products from Sri Lanka to Myanmar are Tea, nutmeg, mace, used tyres (retreaded), paints (enamels, lacquers, distempers), articles of apparel and clothing accessories, cotton fabrics, boards, panels, consoles, precious and semi-precious stones, medicaments, stuffed pasta etc. The mentioned items is indicative, Looking at trade trends between the two countries, it is important that Sri Lanka enhances its exports of all these items to Myanmar through pro-active trade facilitation measures, ranging from export-promotion schemes to up gradation and connectivity, and faster clearances.
4. EXPORT AND IMPORT TRENDS IN MYANMAR

4.1 Export performance of selected Asian countries (Table 4.1)

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>INDIA</td>
<td>181,860</td>
<td>176,765</td>
<td>220,408</td>
<td>301,483</td>
<td>289,564</td>
</tr>
<tr>
<td>MALAYSIA</td>
<td>198,702</td>
<td>152,497</td>
<td>195,311</td>
<td>228,823</td>
<td>229,544</td>
</tr>
<tr>
<td>THAILAND</td>
<td>175,907</td>
<td>152,497</td>
<td>195,311</td>
<td>228,823</td>
<td>229,544</td>
</tr>
<tr>
<td>VIETNAM</td>
<td>62,685</td>
<td>57,096</td>
<td>72,236</td>
<td>96,905</td>
<td>124,155</td>
</tr>
<tr>
<td>BANGLADESH</td>
<td>16,833</td>
<td>17,223</td>
<td>20,396</td>
<td>26,665</td>
<td>27,039</td>
</tr>
<tr>
<td>SRI LANKA</td>
<td>8,176</td>
<td>7,121</td>
<td>8,304</td>
<td>10,011</td>
<td>9,369</td>
</tr>
<tr>
<td>MYANMAR</td>
<td>7,625</td>
<td>8,300</td>
<td>8,291</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: ITC Trade map

4.2 Import trends of selected Asian countries (Table 4.2)

<table>
<thead>
<tr>
<th>COUNTRY</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>INDIA</td>
<td>315,712</td>
<td>266,401</td>
<td>350,029</td>
<td>462,402</td>
<td>488,976</td>
</tr>
<tr>
<td>THAILAND</td>
<td>178,613</td>
<td>133,769</td>
<td>182,393</td>
<td>228,483</td>
<td>247,575</td>
</tr>
<tr>
<td>VIETNAM</td>
<td>80,713</td>
<td>69,948</td>
<td>84,838</td>
<td>106,749</td>
<td>125,988</td>
</tr>
<tr>
<td>BANGLADESH</td>
<td>18,896</td>
<td>18,416</td>
<td>26,281</td>
<td>31,732</td>
<td>30,189</td>
</tr>
<tr>
<td>SRI LANKA</td>
<td>13,629</td>
<td>9,431</td>
<td>12,353</td>
<td>19,696</td>
<td>17,884</td>
</tr>
<tr>
<td>MYANMAR</td>
<td>4,164</td>
<td>12,442</td>
<td>15,287</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: ITC Trade map
4.3 Myanmar’s major exports

A series of market-oriented reforms implemented in Myanmar since the late 1980s liberalized the agricultural sector, expanded the role of the private sector in foreign trade, legitimized to some extent, border trade and opened the economy to foreign investors.

These reforms led to an increase in exports (see Annex 01, table 4.3), the trade balance deteriorated owing to an increase in import demand. The total exports value in fiscal year 2012 was US $8,291 million. Principal recorded exports in fiscal year 2012 were Mineral fuels, Oil seed, Wood and articles of wood (see Annex 01, table 4.3). Myanmar’s largest exports are mineral commodities. These include items such as natural gas, petroleum, petroleum products, precious and semi-precious stones, tin, tungsten, zinc, coal, copper, lead and cement. The largest export item is natural gas, which is largely responsible for Myanmar’s economic growth. Other major commodities exported by Myanmar are pulses and beans, wood/forest products notably teak, fish, rice, rubber, clothing/garments, jade and gems. Official export figures may be grossly underestimated: Timber, jade and gems, rice, and other products find their way to Thailand and China unreported.

4.4 Major growth products- Myanmar’s Exports

Exports in Myanmar decreased to 828.20 USD Million in November of 2013 from 1191.50 USD Million in October of 2013. Exports in Myanmar are reported by the Central Statistics Organization, Myanmar. From 2010 until 2013, Myanmar Exports averaged 794.9 USD Million reaching an all-time high of 1256.6 USD Million in August of 2011 and a record low of 502.6 USD Million in April of 2011.

Oil and natural gas dominate Myanmar’s exports. Other exports include vegetables, wood, fish, clothing, rubber and fruits. Myanmar’s main exports partners are China, India, Japan, South Korea, Germany, Indonesia and Hong Kong. (See Annex 01, table 4.4)
4.5 Top Ten Export destination of Myanmar (Table 4.5)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Importers</th>
<th>Exported value in 2012 (US $ Thousand)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>8,291,996</td>
</tr>
<tr>
<td>1</td>
<td>Thailand</td>
<td>3,673,985</td>
</tr>
<tr>
<td>2</td>
<td>India</td>
<td>1,346,182</td>
</tr>
<tr>
<td>3</td>
<td>China</td>
<td>1,298,226</td>
</tr>
<tr>
<td>4</td>
<td>Japan</td>
<td>672,031</td>
</tr>
<tr>
<td>5</td>
<td>Korea, Republic of</td>
<td>351,164</td>
</tr>
<tr>
<td>6</td>
<td>Malaysia</td>
<td>183,412</td>
</tr>
<tr>
<td>7</td>
<td>Singapore</td>
<td>79,035</td>
</tr>
<tr>
<td>8</td>
<td>Taipei, Chinese</td>
<td>76,692</td>
</tr>
<tr>
<td>9</td>
<td>United Kingdom</td>
<td>64,688</td>
</tr>
<tr>
<td>10</td>
<td>Indonesia</td>
<td>63,533</td>
</tr>
<tr>
<td>30</td>
<td>Sri Lanka</td>
<td>3,612</td>
</tr>
</tbody>
</table>

Source: ITC Trade map

Figure 4.1: Myanmar’s Exports
4.6 Myanmar’s major Imports

The total imports value in fiscal year 2012 was US $15,287 million. The leading imports were transport equipment, non-electrical machinery such as consumption machinery and equipment related to natural gas exploration and production. Refined mineral oil (mainly diesel oil) for industrial energy was the fourth-biggest item (See Annex 01, table 4.6). Other items were final goods such as electrical machinery and apparatus and edible vegetable oil and other hydrogenated oils such as palm oil. Only "fabrics" in the garment industry are specified as intermediate goods among the main imports, and they represent just a minor portion.

4.7 Major growth products- Myanmar’s Imports

Imports in Myanmar decreased to 1026.10 USD Million in November of 2013 from 1824.80 USD Million in October of 2013. Imports in Myanmar are reported by the Central Statistics Organization, Myanmar. From 2010 until 2013, Myanmar Imports averaged 797.2 USD Million reaching an all-time high of 1824.8 USD Million in October of 2013 and a record low of 334.2 USD Million in October of 2010.

Myanmar mainly imports fuel, vegetable oil, vehicles, pharmaceutical products, construction equipment, polymers, tires and machinery. Myanmar’s main imports partners are China, Japan, India, Indonesia, Germany, France and Hong Kong. (See Annex 01, table 4.6)
4.8 Top Ten Supplying countries to Myanmar (Table 4.8)

<table>
<thead>
<tr>
<th>Rank</th>
<th>Exporters</th>
<th>imported value in 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Total</td>
<td>15,287,935</td>
</tr>
<tr>
<td>1</td>
<td>China</td>
<td>5,673,756</td>
</tr>
<tr>
<td>2</td>
<td>Thailand</td>
<td>3,127,141</td>
</tr>
<tr>
<td>3</td>
<td>Singapore</td>
<td>1,339,308</td>
</tr>
<tr>
<td>4</td>
<td>Korea, Republic of</td>
<td>1,330,892</td>
</tr>
<tr>
<td>5</td>
<td>Japan</td>
<td>1,257,544</td>
</tr>
<tr>
<td>6</td>
<td>Malaysia</td>
<td>704,519</td>
</tr>
<tr>
<td>7</td>
<td>India</td>
<td>526,850</td>
</tr>
<tr>
<td>8</td>
<td>Indonesia</td>
<td>401,590</td>
</tr>
<tr>
<td>9</td>
<td>Taipei, Chinese</td>
<td>146,308</td>
</tr>
<tr>
<td>10</td>
<td>Russian Federation</td>
<td>131,089</td>
</tr>
<tr>
<td>47</td>
<td>Sri Lanka</td>
<td>607</td>
</tr>
</tbody>
</table>

Source: ITC Trade map

Figure 4.2: Myanmar’s Imports
4.9 Bilateral trade relationship between Myanmar and Sri Lanka (Table 4.9)

<table>
<thead>
<tr>
<th>Year</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Imports</td>
<td>2,806</td>
<td>6,600</td>
<td>7,683</td>
<td>3,633</td>
<td>8,995</td>
</tr>
<tr>
<td>Exports</td>
<td>19</td>
<td>278</td>
<td>176</td>
<td>590</td>
<td>1,197</td>
</tr>
</tbody>
</table>

Source: Sri Lanka Customs

Figure 4.3 Exports and Imports between Sri Lanka and Myanmar
4.9.1 Sri Lanka’s Exports to Myanmar

Myanmar is representing 19th position in Sri Lanka’s total exports to Asian region in 2013. It valued for US $ 1 million, and 0.01% of Sri Lanka’s total exports to world in 2013. During last four years Sri Lanka’s export to Myanmar recorded continuous increase except 2011. In 2013, it recorded drastic increase of export to Myanmar.

Sri Lanka’s major export to Myanmar are Tea, nutmeg, mace, used tyres (retreaded), paints (enamels, lacquers, distempers), articles of apparel and clothing accessories, cotton fabrics, boards, panels, consoles, precious and semi-precious stones, medicaments, stuffed pasta etc. Detailed export statistics are given in Annex 01.

4.9.2 Sri Lanka’s Imports from Myanmar

Sri Lanka’s imports from Myanmar has increased by US $ 5 million in 2012-2013. Sri Lanka’s import from Myanmar increased during last 04 years except in 2012. The reason for decrease in 2012 was less import of Green gram.

Sri Lanka’s major import from Myanmar are Beans (dried), chickpeas (dried), cumin seeds, shrimps and prawns (fish - frozen), ginger/saffron/turmeric, knitted or crocheted fabrics, iron/steel, sawn wood, non-coniferous (wood), textile fabrics, woven fabrics, paper yarn, woven fabrics, plastics, plywood sheets and lifting, handling, loading/unloading machinery etc.
**Other potential Products for Sri Lanka (Table 4.10)**

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Product description</th>
<th>Value in US $ Thousand</th>
<th>Main supplying countries</th>
<th>Sri Lanka's total exports</th>
<th>Import tariff rate in 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>2101</td>
<td>Extracts essences &amp; concentrates of coffee and tea</td>
<td>119,137</td>
<td>- Thailand - Singapore - China</td>
<td>10,836</td>
<td>10%</td>
</tr>
<tr>
<td>2106</td>
<td>Food preparations, nes</td>
<td>138,260</td>
<td>- Thailand - Singapore - China</td>
<td>44,365</td>
<td>15%</td>
</tr>
<tr>
<td>2202</td>
<td>Non-alcoholic beverages (excl. water, fruit or vegetable juices and milk)</td>
<td>157,822</td>
<td>- Thailand - China - Singapore</td>
<td>2,497</td>
<td>10%</td>
</tr>
<tr>
<td>2203</td>
<td>Beer made from malt</td>
<td>111,805</td>
<td>- Thailand - China - Singapore</td>
<td>1,921</td>
<td>30%</td>
</tr>
<tr>
<td>3923</td>
<td>Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and other closures, of plastics</td>
<td>38,101</td>
<td>- Thailand - China - Singapore</td>
<td>31,305</td>
<td>5%</td>
</tr>
<tr>
<td>4011</td>
<td>New pneumatic tires, of rubber</td>
<td>156,495</td>
<td>- China - Thailand - Singapore</td>
<td>207,850</td>
<td>4%</td>
</tr>
<tr>
<td>6403</td>
<td>Footwear with outer soles of rubber, plastics, leather or composition leather and uppers of leather</td>
<td>1,221</td>
<td>- China - Thailand - Korea, Republic of</td>
<td>7,034</td>
<td>2%</td>
</tr>
<tr>
<td>6405</td>
<td>Footwear, gaiters and the like; parts of such articles</td>
<td>4,748</td>
<td>- China - Thailand - Korea, Republic of</td>
<td>3,093</td>
<td>7.5%</td>
</tr>
<tr>
<td>7308</td>
<td>Structures (excluding prefabricated buildings of heading 94.06) Iron steel land parts of structures (for example, bridges and bridge-sections, lock-gates, towers,</td>
<td>843,872</td>
<td>- Korea, Republic of - China - Indonesia</td>
<td>1,535</td>
<td>1.5%</td>
</tr>
<tr>
<td>7326</td>
<td>Articles of iron or steel</td>
<td>27,347</td>
<td>- Korea, Republic of - China - Indonesia</td>
<td>2,234</td>
<td>1%-1.5%</td>
</tr>
<tr>
<td>8537</td>
<td>Board &amp; panels, equipped with two/more switches, fuses</td>
<td>60,926</td>
<td>- China - Singapore - Thailand - India</td>
<td>9,895</td>
<td>1%</td>
</tr>
<tr>
<td>8544</td>
<td>Insulated wire/cable</td>
<td>73,663</td>
<td>- China - Singapore - Thailand</td>
<td>56,871</td>
<td>10%</td>
</tr>
</tbody>
</table>
5. FACTORS AFFECTING ECONOMIC DECISIONS

5.1 Trade Policy of Myanmar

Since Myanmar has changed its economic course from a centrally planned economy into a market oriented system, a series of structural reforms had been introduced and new legal policy instruments were enacted as paving way for market oriented economy.

The Myanmar government has recognized, in the context of the market-oriented economic system, the private sector as a prime-mover of the market mechanism and pays great attention for its development. All-out efforts are being made to encourage the active participation of private sectors in foreign trade and giving full support in every angle as to cope with the international trading practices.

Myanmar is a member country to World Trade Organization (WTO), ASEAN and BIMSTEC and is having total of over (70) countries of trading partners and a series of effective measures are being taken for the increase in numbers.

Basic Principles of Export

The basic principle of export policy is to penetrate into the global market by using the existing natural and human resources and to produce value added products more than normal export items.

Basic Principles of Import

The basic principle of import policy is priority import the capital goods, construction materials, other essential goods, hygienic materials for the wellbeing of the people. In addition, the State is supporting products for export promotion and support the import substitute production.

Business Opportunities

Myanmar’s potentials with regard to trade and investment are tremendously enormous in the areas of investment, trading, training and development, services and manufacturing sectors. Besides, Myanmar is endeavoring dynamically for the development of its economy up to its fullest extent.

At present, Myanmar is set as the biggest treasury land for the investors around the globe in the basis of alluring profitable benefits and potentials of its favorable conditions.
Agriculture

Myanmar is well known as agro-based country. Being rich in land resources and different networks of irrigation facilities, Myanmar grows not only perennial plants but also crops such as rice, pulses and beans, maize, sesame, fruits and vegetables and exports those products to international markets. Myanmar welcomes investments in producing value-added agricultural products and processed foods. There is vast potential for investors in Agricultural Sector.

Livestock and Fishery

Myanmar has a long sea coastline of 2832 kilometers and consequently it is able to export fishery products including fresh water fishes and sea water fishes. There is a plenty of of potential in fresh water fishery and shrimp for investment purposes.

Forestry

Myanmar export a variety of forestry products including world famous Teak because more than half of the country’s area is still covered with natural forest. Besides, Myanmar has various kinds of hardwood and softwood species. Instead of exporting raw materials, investors could have an opportunity to make investments in processing value-added products commercially for export to the international market.

Mining

Myanmar is rich in mineral resources such as copper, gold, lead, zinc, silver, tin and tungsten, antimony, chromium and nickel, so that it can export mineral products including jade and gems and other semi-precious stones. New technology is needed for gem cutting, polishing and jewellery manufacturing.

Energy

Oil and gas exploration is the highest contribution to the foreign direct investment in Myanmar. Investors are operating new discovery of off-shore gas fields by production sharing contacts. Myanmar also possesses vast resources of oil and gas, there is many potential for cooperation in the downstream projects in Energy sector such as refinery plants and fertilizer plants. Myanmar has hydropower potential of 37,000 megawatts can be generated from the Ayeyarwaddy, Sittaung, Thanlwin and Chindwin river basins and only about 745 megawatts has been developed so far.
Manufacturing

Since 18 Industrial Zones along with 9,589 small and medium sized enterprises (SMEs) have already been established in different parts of country Myanmar’s manufacturing sector is developing together with other sectors such as agriculture, fishery, forestry, mining, energy and hotel and tourism.

5.1.1 Import Tariff

Myanmar is a member of the World Trade Organization (WTO), however only 18 percent of its goods and services are covered by international tariff standards. While its commitment to binding international tariffs agreements is limited, Myanmar generally levies tariffs that are comparable or lower than that of other countries in the region. Agricultural goods have an average tariff of 8.7 percent while non-agricultural goods have an average tariff of 5.1 percent. Tariffs generally range from 0 to 40 percent. Luxury items have the highest tariffs. As a member of the ASEAN Free Trade Area (AFTA), Myanmar has committed to the Common Effective Preferential Tariff Scheme (CEPT) to reduce intra-ASEAN import tariffs to near zero by 2015.

The government can levy three types of taxes on imports: import duties, commercial taxes, and license fees. The Customs Department bases its valuation on customs, insurance, and freight (CIF) value. For some commodities, the Customs Department uses its own reference guide to determine the value of imports. The guide lists prices in kyat based on the price of these goods in Myanmar a, sometimes substantially lower or higher than their value outside Myanmar.

5.1.2 Trade Barriers

Recent reforms in Myanmar have started to remove some of the most significant barriers to trade including restrictive license requirements, export taxes, and arbitrary fixed exchange rates. However, many issues surrounding trade policy, which continues to evolve, remain confusing and opaque. Some restrictions on trade (for example, imports of certain agricultural products) are based on informal policies rather than official, publicized, regulations.

Until 2012, import/export licenses were required for all trading activities. In 2013, the GOM removed license requirements for 593 imported goods including: processed foods, garments, paper products, paints, cosmetics, automobile parts, tires, construction materials, electrical appliances, computer
accessories, and medical products. It also removed export license requirements for 166 goods including agricultural products, industrial forestry, and animal products.

In June 2013, the GOM announced a 2 percent tax on all imports and exports. The tax will count as an advance on the 25 percent income tax that most businesses in M must pay. There will be certain exceptions to the import/export tax, mostly for intermediate goods that are imported, assembled, and re-exported. Foreign investors registered under the new investment law (FIL) may also be exempt from this new tax.

A dual exchange rate system, which had hindered foreign trade and investment, was formally abolished in April 2012. The current exchange rate is a managed ‘float regime’ that closely reflects the true market rate. Nevertheless, the private financial sector, foreign exchange market, and regulatory framework remain significantly underdeveloped.

The GOM maintains a list of restricted imports and exports, although information is not publicly available. Amendments to trade policy are usually announced in local newspapers, if at all. The state has a monopoly on legal exports of teak, petroleum, natural gas, gems, jade, and pearls, though it sometimes authorizes others to export these products. Relevant government ministries control export of these natural resources. In February 2013, the GOM pledged to prohibit the export of raw teak wood beginning April 1, 2014 in an effort to conserve forest resources. It will continue to export finished wood products.

5.1.3 Trade agreements of Myanmar

As a member of ASEAN, Myanmar participates in all intra-ASEAN agreements as well as multilateral free trade agreements with Australia, New Zealand, China, India, Japan, and South Korea. As one of ASEAN’s least developed members, Myanmar has until 2015 to comply with required tariff reductions. The Ministry of Finance claims to have implemented 80 percent of Myanmar’s tariff reduction plan.

Myanmar is a member of the World Trade Organization (WTO) and the Bay of Bengal Initiative for Multi-Sectoral Technical and Economic Cooperation (BIMSTEC). Myanmar has border trade agreements with China, India, Bangladesh, Thailand, and Laos. The GOM has signed a number of Memoranda of Understanding to expand bilateral trade with those countries. The United States and Myanmar signed a Trade and Investment Framework Agreement (TIFA) in May 2013.
5.1.4 Market opportunities in Myanmar

As one of the least developed countries in Asia, Myanmar has market opportunities in nearly every sector, including: infrastructure, transportation, telecommunications, tourism, hotels, agriculture, natural resources, professional services, and labor-intensive manufacturing. Companies that are specializing in construction equipment, resource extraction, refining facilities, power generation, renewable energy, processed foods, tires, chemicals, computers, textiles, garments, fertilizer, and medical equipment will find export potential in Myanmar.

Although a census has not been conducted since 1983, most experts estimate Myanmar’s population at approximately 60 million people, which is comparable to that of neighboring Thailand. Currently only about four percent of Myanmar’s population is considered to be in the “consuming class” with incomes above the level required for subsistence (around $10 per day based on purchasing power parity PPP). The most optimistic estimates project a quadrupling of Myanmar’s GDP by 2030 during which the urban population is expected to double. Such dramatic growth is far from assured and assumes significant investment in upgrading the country’s infrastructure in the long term, domestic consumption in Myanmar will provide important business opportunities for other countries firms.

Tourism is another sector with a significant potential for growth. According to official figures, Myanmar received 816,369 tourists in 2011 and 1,058,995 tourists in 2012 – an increase of 29%. However, the tourism sector in Myanmar is still in its infancy and faces stiff competition from regional competitors such as Thailand, which recorded more than 22 million tourists in 2012.

5.2 Retail market

The value of Myanmar’s retail market is about US$5 billion (Bt150 billion) and grew by 20 per cent last year (inclusive of exchange-rate variations). The traditional trade represents about 90 per cent of the retail market in Myanmar. These stores come in many shapes and sizes. The main types are dry-food stores, non-food stores, and a growing number of beauty shops.

As it is still difficult to import products legally, Myanmar is a perfect example of a supply-driven market where shoppers are eager to buy almost anything that is available. While official imports are growing, and import regulations and taxes progressively smoothed by the government, border trade and wholesalers own a large part of the market.
There are not many modern retailers in Myanmar yet, and they all started with a limited number of stores serving a very small number of well-off people with a large selection of quality imported products. Representing only 10 per cent of the market, modern-trade retailers have aggressive expansion plans. And so far, they have demonstrated an ability to grow their businesses without much infrastructure, which shows how ingenious and creative they are.

**Figure 5.1: Myanmar Shopper: Profiles & Trend**

<table>
<thead>
<tr>
<th></th>
<th>Mass</th>
<th>Medium</th>
<th>Premium</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Urban and non urban</td>
<td>Mostly Urban</td>
<td>Almost exclusively Urban</td>
</tr>
<tr>
<td></td>
<td>Focuses and proximity and prices</td>
<td>Focuses on price and choice</td>
<td>Focuses on Choice, imported products and novelty</td>
</tr>
<tr>
<td></td>
<td>Mostly shop at wet market and traditional trade stores.</td>
<td>Strong appetite for novelties and new products</td>
<td>Shops mostly in Modern Trade except Fresh Food</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Shops in different types of outlets and different channels, from wet markets to Hypermarkets</td>
<td></td>
</tr>
</tbody>
</table>

**Modern key retail player in Myanmar (Table 5.1)**

<table>
<thead>
<tr>
<th>Retail Brand</th>
<th>Format</th>
<th>Group</th>
<th>Number of Stores</th>
<th>Number of Cities</th>
<th>Est. market Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>CityMart</td>
<td>Supermarket</td>
<td>CityMart</td>
<td>14</td>
<td>2</td>
<td>3.5%</td>
</tr>
<tr>
<td>Ocean</td>
<td>Hypermarket</td>
<td>CityMart</td>
<td>4</td>
<td>3</td>
<td>2.6%</td>
</tr>
<tr>
<td>GMP</td>
<td>Department Store</td>
<td>GMP</td>
<td>4</td>
<td>1</td>
<td>1.1%</td>
</tr>
<tr>
<td>SeinGayHar</td>
<td>Department Store</td>
<td>SeinGay Har</td>
<td>3</td>
<td>1</td>
<td>1.1%</td>
</tr>
<tr>
<td>Orange</td>
<td>Supermarket</td>
<td>Orange</td>
<td>6</td>
<td>2</td>
<td>0.7%</td>
</tr>
<tr>
<td>Capital</td>
<td>Hypermarket</td>
<td>Capital</td>
<td>2</td>
<td>2</td>
<td>0.7%</td>
</tr>
<tr>
<td>ABC</td>
<td>CVS</td>
<td>ABC</td>
<td>22</td>
<td>1</td>
<td>0.2%</td>
</tr>
<tr>
<td>108</td>
<td>CVS</td>
<td>CityMart</td>
<td>15</td>
<td>1</td>
<td>0.2%</td>
</tr>
<tr>
<td>Grab&amp;Go</td>
<td>CVS</td>
<td>Capital</td>
<td>5</td>
<td>1</td>
<td>0.02%</td>
</tr>
</tbody>
</table>

Source: Market research

**Consumers’ behavior findings**

- The Urban Myanmar Shopper is visiting several stores in a month
- Consumer is curious for new products and choice
- Consumer is rapidly confronted to an increasing number of stores and Shopping Missions
- Consumer is more and more sensitive to price and promotions
- Proximity and convenience are important as transport means still limited
5.2.1 Entry Strategy to Retail and Food Market

The best method for exporters is to contact supermarkets and hypermarkets directly as most of them do have their own import division. For Hotels and Restaurants Industry market, appointing local importers or agents will best meets the needs of the exporter. Exporters should be aware that hotels and restaurants do not import products by themselves and rely mostly on importers and retailers for imported products.

The distribution channel for retail and Food I markets in Myanmar normally begins with importers and retailers and then direct to retail and restaurant outlets. The foodstuffs will be kept in the importers ‘warehouse. The imported food products are imported into Myanmar through three major channels, which are sea freight through Yangon Port, air freight through Yangon International Airport and through border trade mainly from China and Thailand. Due to the limitation of Yangon port, which is a river port which does not expand nor accommodates large vessels, all incoming sea freight shipment of imported products needs to be transshipped in Singapore. The port’s berth allowance depth is only 9meters and a vessel’s maximum permissible draft is subject to the depth of the inner bar, which is shallow in the dry season. The allowable length of 167 meters is also a constraint for large vessels.

However, the government has approved plans to develop a large port and industrial estate in Dawei in the South of Myanmar by 2015 in the country’s southeast. The capacity of the Dawei Port is planned to be able to handle upward of 100 million metric tons of products a year. Additionally, both India and China are developing deep seawater ports in Rakhine State. The move is seen more as a rush to capitalize on resources for landlocked North East India, and Yunnan Province in China. Either way, it will boost development and opportunities in Western Myanmar.
5.3 Tourism

Tourism plays as one of the key roles which serves as the bread winner of the country since its inception in over 60 years ago. The tourism sector in Myanmar has significantly increased after 2010 and so hotel industry which is related to the tourism is also booming and international societies are looking Myanmar to make investment.

Myanmar sits at the crossroads of Asia’s great civilizations of India and China, and looks out onto the vast Indian Ocean next to Thailand. One of South East Asia’s largest and most diverse countries, Myanmar stretches from the sparkling islands of the Andaman Sea in the south right up into the Eastern Himalayan mountain range.

Myanmar offers all the traditional delights of Asia in one fascinating country. Virgin jungles, snow-capped mountains and pristine beaches, combined with a rich and glorious heritage spanning more than two thousand years. Spectacular monuments and ancient cities attest to a vibrant culture that is still home to 135 different ethnic groups.

The country’s tourism infrastructure boasts five star properties, intimate boutique hotels and family guest houses in all the major centers, as well as stunning mountain and beach resorts. Myanmar also boasts one of the lowest tourist crime records in the world, so visitors can rest assured their holiday will be carefree from start to finish.

Wherever you go in Myanmar, whether it is cruising down the mighty Ayeyarwaddy River in style, drifting over the ancient city of Began by hot air balloon, or searching for that elusive tiger on the back of an elephant, there is always a feeling of adventure. With two modern internal airlines upgrading and expanding their networks, new and exciting destinations off the beaten track are gradually being opened from mountain trekking and rafting in the far north to world class diving in the Mergui Archipelago.

Some of the leading hotels in Myanmar

- Central Hotel Yangon
- Chatrium Hotel Yangon
- City Star Hotel Yangon
- Governor Residence Hotel
- Inya Lake Resort
- Kandawgyi Palace Hot
- Liberty Hotel
- Micasa Hotel Apartments
- Park Royal Yangon
5.4 Foreign Direct Investment

Though the country’s foreign relations, particularly with Western nations, have been strained, relations have thawed since the reforms following the 2010 elections. In July 2012 the US broadly eased restrictions on new investment in and the export of financial services to Myanmar. Still significant improvements in economic governance, the business climate, and the political situation are needed to promote serious foreign investment. Actual FDI inflows are typically well below the level of approved FDI contracts, generally as a result of circuitous contractual arrangements and difficulties with foreign currency arrangements, among other reasons. Furthermore, there have been very few substantial foreign investments in the services sectors except a few large investments in the hotel industry, as most services sectors are not fully liberalized in terms of foreign investment. Figure 5.2 shows the trend of FDI in the last ten years.

Figure 5.2: Myanmar FDI Trend, 2000-2011

Foreign investment contributed in large part to the strong growth and optimistic outlook for the economy. In Myanmar, FDI rose to $2.7 billion in 2012-2013, up from the $1.9 billion in 2011-2012, with energy, garment, information technology, and food and beverages sectors receiving most of that investment. The government passed a new foreign investment law that is expected to continually help improve the foreign investment environment.
Figure 5.3: Gas Exports and Net Foreign Direct Investment (US$ in billions)

Figure 5.4 shows the composition of FDI towards Myanmar; as already pointed out foreigners mainly invest in energy-related resources. Power and Oil and gas alone count for 80% of the total FDI.

Figure 5.4: FDI Breakdown by sector as of 02/2012

Source: OECD
Figure 5.5: FDI Countries of Origin as of 02/2012

Source: OECD

Figure 5.6: Foreign Direct Investment Openness
(Total FDI as % of GDP)

Source: OECD
### 5.5 Recent policy changes

- **The requirement for import and export license was recently removed on some 600 products.**

  The Government became cognizant of the fact that these licensing requirements were only making importation and exportation of goods unnecessarily cumbersome, and therefore, hampering international trade. The move is therefore aimed at ensuring that Myanmar takes full advantage of trading opportunities that are opening up, the latest being the expiration and non-renewal of the broader ban in July on imports from Myanmar to the United States, excluding jadeite and rubies, and articles of jewelry containing them. In addition, the recent reinstatement of trade preferences under the EU’s generalized System for Preferences (GSP) for least-developed countries will give Myanmar duty and quota free access to the EU market for all its exports, except arms and ammunition.

- **Restrictions have been removed on trading in foreign exchange amongst local private banks while some of the restrictions on the withdrawal of foreign exchange by foreign nationals have also been relaxed.**

  The introduction of interbank trading in foreign exchange is a significant step towards the establishment of an international foreign exchange market. Recently, the Central Bank constituted a Yangon Foreign Exchange Market Committee as part of the process towards the establishment of a fully operational international foreign exchange market. At the customer level, some of the restrictions on foreign exchange transactions by foreign nationals have been relaxed. In particular, foreign nationals can now withdraw from their foreign-currency bank accounts every week-day, instead of only two days a week. With the withdrawal limit still set at US$10,000, this means that foreign nationals can now withdraw up to US$50,000 a week (in five installments), up from US$20,000. However, foreign nationals are still not allowed to open savings accounts at state-owned or private banks.

- **Parliament approved new regulations on foreign investment.**

  The Foreign Direct Investment (FDI) law that was passed in November 2012 was general in most of its provisions and hence, difficult to implement in practice. Therefore the new regulations, which were passed on March 18, 2013, seek to supplement and operationalize the Foreign Direct Investment (FDI) Law. For example, the FDI Law restricted or prohibited foreign investment in a range of sectors such as agriculture, livestock, fisheries and manufacturing and services “which can be carried out by the citizens,” while also limiting foreign investment in sectors that could affect the natural
environment and public health. On the other hand, the regulations permit 20 percent foreign ownership in a firm in these sectors, if a citizen of Myanmar owns the remaining 80 percent.

- **Insurance licenses have been issued to private providers for the first time in 50 years.** Since 1963, the insurance sector has been serviced only by the state-owned company Myanmar Insurance. However, in September 2012, 12 private companies were shortlisted and on May 25, licenses were issued to five companies after they fulfilled the final requirements. Four more companies were recently issued licenses and altogether there are nine private companies offering insurance in Myanmar.
5.6 Challenges in doing business in Myanmar

The business climate in Myanmar has changed rapidly. The United States has eased its sanctions, and the EU and Australia have lifted theirs completely, except for a ban on the sale of military goods and services. Major obstacles remain, however, and despite new pledges by the government to improve the country’s infrastructure, it will take years to marshal the investments needed to yield significant improvements. One major obstacle is obtaining accurate and relevant market and financial data. Statistics for Myanmar’s economy are difficult to verify, making it difficult to accurately predict future performance. Demand for well-educated and trained workers outstrips supply.

Government ministers and their staff are overwhelmed due to the spike in interest from foreign governments, NGOs, and multinational businesses. Real-estate prices have tripled, and Myanmar’s small number of hotels means that it can be extremely difficult to find accommodation - even with rates that verge on the exorbitant. A sampling of the market challenges that Myanmar has begun to address, but needs to show significant progress on, includes:

- An unpredictable legal and regulatory system that relies on practices and government discretion rather than written laws.
- Opaque economic policymaking, including laws and rules drafted without public consultation and frequent, unpublicized and unwritten policy changes
- Investments approved on a case-by-case basis by the Myanmar Investment Commission.
- Weak rule of law and property rights; the judiciary is not independent and lacks experience with commercial litigation and arbitration.
- Arbitrary tax policies.
- A small and inexperienced financial sector and shallow domestic capital market.
- Continued unpredictability as well as limited supply of electricity, especially in areas outside Rangoon and other major cities.
- Poor infrastructure including communications and transportation network.
- Location of most government offices in the administrative capital, Nay Pyi Taw, 200 miles from the commercial capital of Rangoon and with limited air connectivity.
REFERENCES

- Annual report 2011-2012 (Central Bank of Myanmar)
- International Trade Center- http://www.trademap.org
- Sri Lanka Customs
- Organization for Economic Co-operation and Development (OECD)

Prepared by:
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Market Development Division

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ANNEXES

ANNEX: 01

List of Tables

Myanmar’s major exports by HS Chapter (Table 4.3)

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Product label</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>'27</td>
<td>Mineral fuels, oils, distillation products, etc</td>
<td>2,936</td>
<td>3,146</td>
<td>3,509</td>
</tr>
<tr>
<td>'44</td>
<td>Wood and articles of wood, wood charcoal</td>
<td>607</td>
<td>1,086</td>
<td>1,173</td>
</tr>
<tr>
<td>'62</td>
<td>Articles of apparel, accessories, not knit or crochet</td>
<td>332</td>
<td>793</td>
<td>843</td>
</tr>
<tr>
<td>'07</td>
<td>Edible vegetables and certain roots and tubers</td>
<td>891</td>
<td>851</td>
<td>809</td>
</tr>
<tr>
<td>'71</td>
<td>Pearls, precious stones, metals, coins, etc</td>
<td>1,871</td>
<td>797</td>
<td>321</td>
</tr>
<tr>
<td>'03</td>
<td>Fish, crustaceans, molluscs, aquatic invertebrates</td>
<td>318</td>
<td>306</td>
<td>279</td>
</tr>
<tr>
<td>'26</td>
<td>Ores, slag and ash</td>
<td>10</td>
<td>244</td>
<td>232</td>
</tr>
<tr>
<td>'40</td>
<td>Rubber and articles thereof</td>
<td>194</td>
<td>228</td>
<td>199</td>
</tr>
<tr>
<td>'10</td>
<td>Cereals</td>
<td>169</td>
<td>226</td>
<td>170</td>
</tr>
<tr>
<td>'64</td>
<td>Footwear, gaiters and the like, parts thereof</td>
<td>52</td>
<td>102</td>
<td>116</td>
</tr>
<tr>
<td>'12</td>
<td>Oil seed, oleagic fruits, grain, seed, fruit, etc, nes</td>
<td>71</td>
<td>80</td>
<td>116</td>
</tr>
<tr>
<td>'90</td>
<td>Optical, photo, technical, medical, etc apparatus</td>
<td>9</td>
<td>63</td>
<td>89</td>
</tr>
<tr>
<td>'74</td>
<td>Copper and articles thereof</td>
<td>52</td>
<td>38</td>
<td>62</td>
</tr>
<tr>
<td>'61</td>
<td>Articles of apparel, accessories, knit or crochet</td>
<td>4</td>
<td>51</td>
<td>61</td>
</tr>
<tr>
<td>'08</td>
<td>Edible fruit, nuts, peel of citrus fruit, melons</td>
<td>2</td>
<td>41</td>
<td>53</td>
</tr>
<tr>
<td>'25</td>
<td>Salt, sulphur, earth, stone, plaster, lime and cement</td>
<td>5</td>
<td>34</td>
<td>30</td>
</tr>
</tbody>
</table>

Source: ITC Trade map
### Major growth products - Myanmar’s Exports (Table 4.4)

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Product Description</th>
<th>Exported value 2012 (USD thousand)</th>
<th>Annual growth in value between 2008-2012 (% p.a.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>'15</td>
<td>Animal, vegetable fats and oils, cleavage products, etc</td>
<td>2,414</td>
<td>301</td>
</tr>
<tr>
<td>'76</td>
<td>Aluminium and articles thereof</td>
<td>1,689</td>
<td>273</td>
</tr>
<tr>
<td>'29</td>
<td>Organic chemicals</td>
<td>4,797</td>
<td>236</td>
</tr>
<tr>
<td>'34</td>
<td>Soaps, lubricants, waxes, candles, modelling pastes</td>
<td>704</td>
<td>236</td>
</tr>
<tr>
<td>'20</td>
<td>Vegetable, fruit, nut, etc food Preparations</td>
<td>29,842</td>
<td>171</td>
</tr>
<tr>
<td>'24</td>
<td>Tobacco and manufactured tobacco substitutes</td>
<td>8,043</td>
<td>92</td>
</tr>
<tr>
<td>'11</td>
<td>Milling products, malt, starches, inulin, wheat gluten</td>
<td>7,801</td>
<td>90</td>
</tr>
<tr>
<td>'39</td>
<td>Plastics and articles thereof</td>
<td>6,323</td>
<td>85</td>
</tr>
<tr>
<td>'71</td>
<td>Pearls, precious stones, metals, coins, etc</td>
<td>321,500</td>
<td>78</td>
</tr>
<tr>
<td>'01</td>
<td>Live animals</td>
<td>14,103</td>
<td>46</td>
</tr>
<tr>
<td>'90</td>
<td>Optical, photo, technical, medical, etc apparatus</td>
<td>89,529</td>
<td>36</td>
</tr>
<tr>
<td>'40</td>
<td>Rubber and articles thereof</td>
<td>199,564</td>
<td>33</td>
</tr>
<tr>
<td>'74</td>
<td>Copper and articles thereof</td>
<td>62,054</td>
<td>32</td>
</tr>
<tr>
<td>'62</td>
<td>Articles of apparel, accessories, not knit or crochet</td>
<td>843,282</td>
<td>23</td>
</tr>
</tbody>
</table>

Source: ITC Trade map
### Table 4.6: Myanmar’s major imports by HS Chapter

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Product label</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>'87</td>
<td>Vehicles other than railway, tramway</td>
<td>167</td>
<td>1,337</td>
<td>2,088</td>
</tr>
<tr>
<td>'84</td>
<td>Machinery, nuclear reactors, boilers, etc</td>
<td>534</td>
<td>1,961</td>
<td>1,866</td>
</tr>
<tr>
<td>'73</td>
<td>Articles of iron or steel</td>
<td>289</td>
<td>959</td>
<td>1,634</td>
</tr>
<tr>
<td>'85</td>
<td>Electrical, electronic equipment</td>
<td>238</td>
<td>842</td>
<td>1,209</td>
</tr>
<tr>
<td>'27</td>
<td>Mineral fuels, oils, distillation products, etc</td>
<td>947</td>
<td>939</td>
<td>1,135</td>
</tr>
<tr>
<td>'72</td>
<td>Iron and steel</td>
<td>221</td>
<td>621</td>
<td>680</td>
</tr>
<tr>
<td>'15</td>
<td>Animal, vegetable fats and oils, cleavage products, etc</td>
<td>174</td>
<td>513</td>
<td>555</td>
</tr>
<tr>
<td>'39</td>
<td>Plastics and articles thereof</td>
<td>214</td>
<td>426</td>
<td>453</td>
</tr>
<tr>
<td>'22</td>
<td>Beverages, spirits and vinegar</td>
<td>1</td>
<td>286</td>
<td>361</td>
</tr>
<tr>
<td>'55</td>
<td>Manmade staple fibres</td>
<td>192</td>
<td>306</td>
<td>319</td>
</tr>
<tr>
<td>'21</td>
<td>Miscellaneous edible preparations</td>
<td>25</td>
<td>276</td>
<td>307</td>
</tr>
<tr>
<td>'89</td>
<td>Ships, boats and other floating structures</td>
<td>172</td>
<td>143</td>
<td>302</td>
</tr>
<tr>
<td>'30</td>
<td>Pharmaceutical products</td>
<td>163</td>
<td>235</td>
<td>277</td>
</tr>
<tr>
<td>'52</td>
<td>Cotton</td>
<td>35</td>
<td>198</td>
<td>254</td>
</tr>
<tr>
<td>'40</td>
<td>Rubber and articles thereof</td>
<td>66</td>
<td>209</td>
<td>221</td>
</tr>
<tr>
<td>'25</td>
<td>Salt, sulphur, earth, stone, plaster, lime and cement</td>
<td>94</td>
<td>147</td>
<td>186</td>
</tr>
<tr>
<td>'19</td>
<td>Cereal, flour, starch, milk preparations and products</td>
<td>6</td>
<td>161</td>
<td>180</td>
</tr>
<tr>
<td>'90</td>
<td>Optical, photo, technical, medical, etc apparatus</td>
<td>24</td>
<td>159</td>
<td>179</td>
</tr>
<tr>
<td>'54</td>
<td>Manmade filaments</td>
<td>10</td>
<td>172</td>
<td>170</td>
</tr>
<tr>
<td>'48</td>
<td>Paper and paperboard, articles of pulp, paper and board</td>
<td>55</td>
<td>149</td>
<td>169</td>
</tr>
</tbody>
</table>

*Source: ITC Trade map*
## Major growth products - Myanmar’s Imports (Table 4.7)

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Product Description</th>
<th>Value in US $ Thousand</th>
<th>Trade Indicators</th>
<th>Annual growth in value between 2008-2012 (% p.a.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>'91</td>
<td>Clocks and watches and parts thereof</td>
<td>120,132</td>
<td></td>
<td>103</td>
</tr>
<tr>
<td>'89</td>
<td>Ships, boats and other floating structures</td>
<td>302,128</td>
<td></td>
<td>98</td>
</tr>
<tr>
<td>'73</td>
<td>Articles of iron or steel</td>
<td>1,634,102</td>
<td></td>
<td>70</td>
</tr>
<tr>
<td>'23</td>
<td>Residues, wastes of food industry, animal fodder</td>
<td>63,298</td>
<td></td>
<td>64</td>
</tr>
<tr>
<td>'71</td>
<td>Pearls, precious stones, metals, coins, etc</td>
<td>5,172</td>
<td></td>
<td>62</td>
</tr>
<tr>
<td>'17</td>
<td>Sugars and sugar confectionery</td>
<td>58,002</td>
<td></td>
<td>56</td>
</tr>
<tr>
<td>'66</td>
<td>Umbrellas, walking-sticks, seat-sticks, whips, etc</td>
<td>5,333</td>
<td></td>
<td>54</td>
</tr>
<tr>
<td>'87</td>
<td>Vehicles other than railway, tramway</td>
<td>2,088,471</td>
<td></td>
<td>53</td>
</tr>
<tr>
<td>'12</td>
<td>Oil seed, oleagic fruits, grain, seed, fruit, etc, nes</td>
<td>7,358</td>
<td></td>
<td>50</td>
</tr>
<tr>
<td>'50</td>
<td>Silk</td>
<td>5,336</td>
<td></td>
<td>46</td>
</tr>
<tr>
<td>'31</td>
<td>Fertilizers</td>
<td>88,955</td>
<td></td>
<td>45</td>
</tr>
<tr>
<td>'22</td>
<td>Beverages, spirits and vinegar</td>
<td>361,615</td>
<td></td>
<td>40</td>
</tr>
<tr>
<td>'64</td>
<td>Footwear, gaiters and the like, parts thereof</td>
<td>109,918</td>
<td></td>
<td>33</td>
</tr>
<tr>
<td>'55</td>
<td>Manmade staple fibres</td>
<td>319,401</td>
<td></td>
<td>30</td>
</tr>
<tr>
<td>'21</td>
<td>Miscellaneous edible preparations</td>
<td>307,491</td>
<td></td>
<td>29</td>
</tr>
<tr>
<td>'84</td>
<td>Machinery, nuclear reactors, boilers, etc</td>
<td>1,866,670</td>
<td></td>
<td>28</td>
</tr>
<tr>
<td>'85</td>
<td>Electrical, electronic equipment</td>
<td>1,209,558</td>
<td></td>
<td>28</td>
</tr>
<tr>
<td>'15</td>
<td>Animal, vegetable fats and oils, cleavage products, etc</td>
<td>555,323</td>
<td></td>
<td>22</td>
</tr>
<tr>
<td>'39</td>
<td>Plastics and articles thereof</td>
<td>453,392</td>
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<td></td>
</tr>
</tbody>
</table>

Source: ITC Trade map
### Sri Lanka’s Exports to Myanmar (Table 4.9.1)

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Description</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>H.84185090</td>
<td>--Other furniture for storage &amp; display, 34essel34rating refrigerating &amp; freezing equipments</td>
<td></td>
<td></td>
<td></td>
<td>263</td>
</tr>
<tr>
<td>H.040711</td>
<td>--Of fowls of the species Gallus domesticus</td>
<td></td>
<td></td>
<td></td>
<td>184</td>
</tr>
<tr>
<td>H.120190</td>
<td>-Soya beans, whether or not broken.</td>
<td></td>
<td></td>
<td></td>
<td>137</td>
</tr>
<tr>
<td>H.32100090</td>
<td>--Paints and varnishes, nes, not based on polymers</td>
<td>60</td>
<td>107</td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.09071012</td>
<td>--Cloves</td>
<td></td>
<td></td>
<td></td>
<td>93</td>
</tr>
<tr>
<td>H.040719</td>
<td>-Birds’ eggs, in shell, fresh, preserved or cooked :</td>
<td></td>
<td></td>
<td></td>
<td>89</td>
</tr>
<tr>
<td>H.09081191</td>
<td>--Wormy and Punky</td>
<td></td>
<td></td>
<td></td>
<td>74</td>
</tr>
<tr>
<td>H.09081119</td>
<td>-Neither crushed nor ground</td>
<td></td>
<td></td>
<td></td>
<td>65</td>
</tr>
<tr>
<td>H.38021021</td>
<td>--Activated carbon – Other granular of coconut shell</td>
<td>106</td>
<td>26</td>
<td>147</td>
<td>24</td>
</tr>
<tr>
<td>H.87163910</td>
<td>--Other trailers and semi-trailers for transport of goods, not more than 5 years old</td>
<td></td>
<td></td>
<td></td>
<td>22</td>
</tr>
<tr>
<td>H.09023019</td>
<td>-Black tea (fermented) and partly fermented tea, in immediate packing of a content not exceeding 3 kg :</td>
<td></td>
<td></td>
<td></td>
<td>20</td>
</tr>
<tr>
<td>H.89039990</td>
<td>--Other yachts and other 34essel for sports, not inflatable and not rowing baorts for spor</td>
<td></td>
<td></td>
<td></td>
<td>17</td>
</tr>
<tr>
<td>H.090821</td>
<td>-Nutmeg, mace and cardamoms.</td>
<td></td>
<td></td>
<td></td>
<td>16</td>
</tr>
<tr>
<td>H.841320</td>
<td>-Pumps for liquids, whether or not fitted with a measuring device; liquid elevators.</td>
<td></td>
<td></td>
<td></td>
<td>14</td>
</tr>
<tr>
<td>H.85366990</td>
<td>--Plugs and sokets, other</td>
<td></td>
<td></td>
<td></td>
<td>12</td>
</tr>
<tr>
<td>H.85365090</td>
<td>-Other switches :</td>
<td></td>
<td></td>
<td></td>
<td>11</td>
</tr>
<tr>
<td>H.293690</td>
<td>-Provitamins and vitamins, natural or reproduced by synthesis (including natural concentrates) derivatives</td>
<td>6</td>
<td>21</td>
<td></td>
<td>10</td>
</tr>
<tr>
<td>HS Code</td>
<td>Description</td>
<td>Quantity</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>------------</td>
<td>------------------------------------------------------------------------------</td>
<td>----------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.853620</td>
<td>Electrical apparatus for switching or protecting electrical circuits, or for making connections to or in electrical circuits</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.330499</td>
<td>Beauty, make-up, skin-care (incl. suntan), nes</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.63090090</td>
<td>Worn clothing and other worn articles:</td>
<td>1 2 11 4</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.94036090</td>
<td>Wooden furniture, nes</td>
<td>0.89 3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.611490</td>
<td>Garments of other textiles, knitted or crocheted, nes</td>
<td>3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.340130</td>
<td>Organic surface-active products and preparations for washing the skin, in the form of...</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.48194090</td>
<td>Other saks and bags incl cones, nes</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.32149090</td>
<td>Non refractory surfacing preparations for facades, indoor walls etc. nes</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.85366910</td>
<td>For voltage not exceeding 80V</td>
<td>0.50</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.49019910</td>
<td>Printed books</td>
<td>0.62 0.25</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.85011010</td>
<td>Motors of an output not exceeding 37.5 W – DC motors</td>
<td>0.19</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.96019090</td>
<td>Worked bone, tortoise-shell, horn... and articles thereof, nes</td>
<td>0.11</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.76151010</td>
<td>Pot scourers and scouring or polishing pads, gloves and the like</td>
<td>0.076</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Others</td>
<td></td>
<td>164 146 348 359</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>278 176 590 1,197</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Sri Lanka Customs
## Sri Lanka’s Imports from Myanmar (Table 4.9.2)

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Description</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>H.07133190</td>
<td>--Black gram (dried)</td>
<td>292</td>
<td>5,08,</td>
<td>2,243</td>
<td>3,290</td>
</tr>
<tr>
<td>H.07133110</td>
<td>--Green gram (moong), dried</td>
<td>1,283</td>
<td>1,532</td>
<td>411</td>
<td>3,047</td>
</tr>
<tr>
<td>H.071335</td>
<td>--Cow peas (Vigna unguiculata)</td>
<td></td>
<td></td>
<td>115</td>
<td>618</td>
</tr>
<tr>
<td>H.440929</td>
<td>--Wood continuosly shaped ..., nes</td>
<td>91</td>
<td>134</td>
<td></td>
<td>405</td>
</tr>
<tr>
<td>H.07136090</td>
<td>-Pigeon peas (Cajanus cajan)</td>
<td></td>
<td></td>
<td></td>
<td>401</td>
</tr>
<tr>
<td>H.07132020</td>
<td>--Split</td>
<td></td>
<td></td>
<td>43</td>
<td>383</td>
</tr>
<tr>
<td>H.440839</td>
<td>--Tropical veneer sheets and sheets for plywood specified in Subhdg Note 1 to Ch44=&lt;6mm</td>
<td>33</td>
<td>55</td>
<td>115</td>
<td>215</td>
</tr>
<tr>
<td>H.440729</td>
<td>--Other tropical wood specified in Subheading Note 1 to Ch44 sawn lengthwise...&gt;6mm nes</td>
<td></td>
<td></td>
<td></td>
<td>136</td>
</tr>
<tr>
<td>H.07132010</td>
<td>-Dried chickpeas, shelled</td>
<td></td>
<td></td>
<td>55</td>
<td>75</td>
</tr>
<tr>
<td>H.440890</td>
<td>--Veneer sheets and sheets for plywood and other wood, =</td>
<td></td>
<td>9</td>
<td></td>
<td>57</td>
</tr>
<tr>
<td>H.460212</td>
<td>--Of rattans</td>
<td></td>
<td>71</td>
<td>34</td>
<td>40</td>
</tr>
<tr>
<td>H.071332</td>
<td>-Dried leguminous vegetables, shelled, whether or not skinned or split.</td>
<td></td>
<td>3</td>
<td>40</td>
<td>56</td>
</tr>
<tr>
<td>H.090921</td>
<td>-Seeds of anise, badian, fennel, coriander, cumin or caraway; juniper berries.</td>
<td></td>
<td></td>
<td></td>
<td>28</td>
</tr>
<tr>
<td>H.07136010</td>
<td>--Toor Dhal</td>
<td></td>
<td>2</td>
<td>26</td>
<td></td>
</tr>
<tr>
<td>H.540244</td>
<td>--Elastomeric</td>
<td></td>
<td></td>
<td></td>
<td>25</td>
</tr>
<tr>
<td>H.480300</td>
<td>--Toilet... similar paper, in rolls or sheets</td>
<td></td>
<td></td>
<td></td>
<td>24</td>
</tr>
<tr>
<td>H.350220</td>
<td>--Milk albumin, including concentrates of two or more whey proteins</td>
<td></td>
<td></td>
<td></td>
<td>19</td>
</tr>
<tr>
<td>Code</td>
<td>Description</td>
<td>Quantity</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>------------</td>
<td>-----------------------------------------------------------------------------</td>
<td>----------</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.071333</td>
<td>Dried leguminous vegetables, shelled, whether or not skinned or split.</td>
<td>32 17 15</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.283311</td>
<td>Sulphates; alums; peroxosulphates (persulphates).</td>
<td>11</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.580421</td>
<td>Lace of man-made fibres in piece, in strips or in motifs, machine made</td>
<td>9</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.842890</td>
<td>Other lifting handling, loading or unloading machinery (for example, lifts, escalators, conveyors, teleferics).</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.09024019</td>
<td>Other black tea (fermented) and other partly fermented tea:</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.060390</td>
<td>Dried, dyed, bleached or otherwise prepared cut flowers and buds</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.460211</td>
<td>Of Bamboo</td>
<td>17 2 5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.140110</td>
<td>Vegetable materials of a kind used primarily for plaiting (for example, bamboos, rattans, reeds, rushes, osier, raffia, cleaned, bleached or dyed cereal straw, and lime bark).</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.12119090</td>
<td>Other plants and parts of a kind used in perfumery, in pharmacy or in insecticidal etc</td>
<td>3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.482210</td>
<td>Bobbins, spools..., of paper or paperboard for winding textile yarn</td>
<td>1 2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.12119010</td>
<td>Dreid Cinnamon leaves, with out any parts of branches</td>
<td>2</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>H.580620</td>
<td>Narrow woven fabrics, with &gt;=5% elastomeric yarn or rubber thread</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Others</td>
<td>4,826 602 461 4</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td>6,600 7,683 3,633 8,995</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: Sri Lanka Customs
## ANNEX: 02

### List of products imported by Myanmar

<table>
<thead>
<tr>
<th>HS Code</th>
<th>Product label</th>
<th>Imported value in 2010</th>
<th>Imported value in 2011</th>
<th>Imported value in 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL</td>
<td>All products</td>
<td>4,164,318</td>
<td>12,442,086</td>
<td>15,287,935</td>
</tr>
<tr>
<td>'87</td>
<td>Vehicles other than railway, tramway</td>
<td>167,987</td>
<td>1,337,202</td>
<td>2,088,471</td>
</tr>
<tr>
<td>'84</td>
<td>Machinery, nuclear reactors, boilers, etc</td>
<td>534,758</td>
<td>1,961,274</td>
<td>1,866,670</td>
</tr>
<tr>
<td>'73</td>
<td>Articles of iron or steel</td>
<td>289,947</td>
<td>959,380</td>
<td>1,634,102</td>
</tr>
<tr>
<td>'85</td>
<td>Electrical, electronic equipment</td>
<td>238,593</td>
<td>842,072</td>
<td>1,209,558</td>
</tr>
<tr>
<td>'27</td>
<td>Mineral fuels, oils, distillation products, etc</td>
<td>947,748</td>
<td>939,913</td>
<td>1,135,651</td>
</tr>
<tr>
<td>'72</td>
<td>Iron and steel</td>
<td>221,395</td>
<td>621,900</td>
<td>680,943</td>
</tr>
<tr>
<td>'15</td>
<td>Animal, vegetable fats and oils, cleavage products, etc</td>
<td>174,556</td>
<td>513,549</td>
<td>555,323</td>
</tr>
<tr>
<td>'39</td>
<td>Plastics and articles thereof</td>
<td>214,496</td>
<td>426,383</td>
<td>453,392</td>
</tr>
<tr>
<td>'22</td>
<td>Beverages, spirits and vinegar</td>
<td>1,326</td>
<td>286,063</td>
<td>361,615</td>
</tr>
<tr>
<td>'55</td>
<td>Manmade staple fibres</td>
<td>192,326</td>
<td>306,121</td>
<td>319,401</td>
</tr>
<tr>
<td>'21</td>
<td>Miscellaneous edible preparations</td>
<td>25,044</td>
<td>276,626</td>
<td>307,491</td>
</tr>
<tr>
<td>'89</td>
<td>Ships, boats and other floating structures</td>
<td>172,170</td>
<td>143,060</td>
<td>302,128</td>
</tr>
<tr>
<td>'30</td>
<td>Pharmaceutical products</td>
<td>163,419</td>
<td>235,872</td>
<td>277,753</td>
</tr>
<tr>
<td>'52</td>
<td>Cotton</td>
<td>35,388</td>
<td>198,637</td>
<td>254,845</td>
</tr>
<tr>
<td>'40</td>
<td>Rubber and articles thereof</td>
<td>66,177</td>
<td>209,523</td>
<td>221,383</td>
</tr>
<tr>
<td>'25</td>
<td>Salt, sulphur, earth, stone, plaster, lime and cement</td>
<td>94,449</td>
<td>147,809</td>
<td>186,485</td>
</tr>
<tr>
<td>'19</td>
<td>Cereal, flour, starch, milk preparations and products</td>
<td>6,875</td>
<td>161,269</td>
<td>180,858</td>
</tr>
<tr>
<td>Year</td>
<td>Description</td>
<td>1990</td>
<td>1991</td>
<td>1992</td>
</tr>
<tr>
<td>------</td>
<td>-----------------------------------------------------------------------------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
</tr>
<tr>
<td>1990</td>
<td>Optical, photo, technical, medical, etc apparatus</td>
<td>24,892</td>
<td>159,106</td>
<td>179,203</td>
</tr>
<tr>
<td>1994</td>
<td>Furniture, lighting, signs, prefabricated buildings</td>
<td>12,981</td>
<td>153,301</td>
<td>118,406</td>
</tr>
<tr>
<td>1996</td>
<td>Miscellaneous manufactured articles</td>
<td>20,775</td>
<td>68,749</td>
<td>90,554</td>
</tr>
<tr>
<td>1991</td>
<td>Clocks and watches and parts thereof</td>
<td>24,143</td>
<td>137,933</td>
<td>143,197</td>
</tr>
<tr>
<td>1999</td>
<td>Commodities not elsewhere specified</td>
<td>-</td>
<td>80,162</td>
<td>101,646</td>
</tr>
<tr>
<td>1993</td>
<td>Soaps, lubricants, waxes, candles, modling pastes</td>
<td>9,170</td>
<td>84,441</td>
<td>95,678</td>
</tr>
<tr>
<td>1976</td>
<td>Aluminium and articles thereof</td>
<td>18,500</td>
<td>86,124</td>
<td>84,433</td>
</tr>
<tr>
<td>1969</td>
<td>Ceramic products</td>
<td>15,867</td>
<td>52,177</td>
<td>69,030</td>
</tr>
<tr>
<td>1938</td>
<td>Miscellaneous chemical products</td>
<td>24,592</td>
<td>86,214</td>
<td>75,351</td>
</tr>
<tr>
<td>1960</td>
<td>Knitted or crocheted fabric</td>
<td>3,635</td>
<td>71,572</td>
<td>78,928</td>
</tr>
<tr>
<td>1910</td>
<td>Cereals</td>
<td>10</td>
<td>63,718</td>
<td>77,270</td>
</tr>
<tr>
<td>1932</td>
<td>Tanning, dyeing extracts, tannins, derivs,pigments etc</td>
<td>11,568</td>
<td>57,753</td>
<td>64,925</td>
</tr>
<tr>
<td>1923</td>
<td>Residues, wastes of food industry, animal fodder</td>
<td>2,481</td>
<td>37,772</td>
<td>63,298</td>
</tr>
<tr>
<td>1963</td>
<td>Other made textile articles, sets, worn clothing etc</td>
<td>9,305</td>
<td>52,657</td>
<td>58,360</td>
</tr>
<tr>
<td>1917</td>
<td>Sugars and sugar confectionery</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year</td>
<td>Description</td>
<td>1956</td>
<td>1968</td>
<td>1970</td>
</tr>
<tr>
<td>------</td>
<td>------------------------------------------------------------------------------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
</tr>
<tr>
<td>'56</td>
<td>Wadding, felt, nonwovens, yarns, twine, cordage, etc</td>
<td>8,852</td>
<td>64,221</td>
<td>58,002</td>
</tr>
<tr>
<td>'04</td>
<td>Dairy products, eggs, honey, edible animal product nes</td>
<td>7,261</td>
<td>54,888</td>
<td>56,311</td>
</tr>
<tr>
<td>'62</td>
<td>Articles of apparel, accessories, not knit or crochet</td>
<td>53,160</td>
<td>87,092</td>
<td>55,351</td>
</tr>
<tr>
<td>'58</td>
<td>Special woven or tufted fabric, lace, tapestry etc</td>
<td>4,001</td>
<td>54,727</td>
<td>51,346</td>
</tr>
<tr>
<td>'70</td>
<td>Glass and glassware</td>
<td>44,059</td>
<td>41,379</td>
<td>50,197</td>
</tr>
<tr>
<td>'28</td>
<td>Inorganic chemicals, precious metal compound, isotopes</td>
<td>4,036</td>
<td>40,729</td>
<td>45,814</td>
</tr>
<tr>
<td>'59</td>
<td>Miscellaneous articles of base metal</td>
<td>15,545</td>
<td>40,245</td>
<td>45,164</td>
</tr>
<tr>
<td>'83</td>
<td>Products of animal origin, nes</td>
<td>1,105</td>
<td>34,811</td>
<td>45,120</td>
</tr>
<tr>
<td>'68</td>
<td>Stone, plaster, cement, asbestos, mica, etc articles</td>
<td>11,208</td>
<td>38,372</td>
<td>42,649</td>
</tr>
<tr>
<td>'41</td>
<td>Raw hides and skins (other than furskins) and leather</td>
<td>17,129</td>
<td>30,595</td>
<td>35,983</td>
</tr>
<tr>
<td>'61</td>
<td>Articles of apparel, accessories, knit or crochets</td>
<td>293</td>
<td>28,938</td>
<td>35,070</td>
</tr>
<tr>
<td>'82</td>
<td>Tools, implements, cutlery, etc of base metal</td>
<td>7,165</td>
<td>33,931</td>
<td>33,217</td>
</tr>
<tr>
<td>'24</td>
<td>Tobacco and manufactured tobacco substitutes</td>
<td>347</td>
<td>17,711</td>
<td>19,898</td>
</tr>
<tr>
<td>'51</td>
<td>Wool, animal hair, horsehair yarn and fabric thereof</td>
<td>66,785</td>
<td>12,703</td>
<td>19,058</td>
</tr>
<tr>
<td>'95</td>
<td>Toys, games, sports requisites</td>
<td>6,431</td>
<td>11,843</td>
<td>18,047</td>
</tr>
<tr>
<td>'35</td>
<td>Albuminoids, modified starches, glues, enzymes</td>
<td>14,807</td>
<td>23,073</td>
<td>20,881</td>
</tr>
<tr>
<td>'11</td>
<td>Milling products, malt, starches, inulin, wheat gluten</td>
<td>817</td>
<td>14,511</td>
<td>19,898</td>
</tr>
<tr>
<td>'09</td>
<td>Coffee, tea, mate and spices</td>
<td>6,606</td>
<td>16,115</td>
<td>17,801</td>
</tr>
<tr>
<td>Year</td>
<td>Description</td>
<td>1974</td>
<td>1984</td>
<td>1994</td>
</tr>
<tr>
<td>------</td>
<td>------------------------------------------------------------------------------</td>
<td>------</td>
<td>------</td>
<td>------</td>
</tr>
<tr>
<td>'74</td>
<td>Copper and articles thereof</td>
<td>3,217</td>
<td>13,194</td>
<td>16,650</td>
</tr>
<tr>
<td>'16</td>
<td>Meat, fish and seafood food preparations nes</td>
<td>3,592</td>
<td>8,686</td>
<td>15,527</td>
</tr>
<tr>
<td>'44</td>
<td>Wood and articles of wood, wood charcoal</td>
<td>184</td>
<td>13,217</td>
<td>15,332</td>
</tr>
<tr>
<td>'02</td>
<td>Meat and edible meat offal</td>
<td>10,947</td>
<td>15,314</td>
<td></td>
</tr>
<tr>
<td>'42</td>
<td>Articles of leather, animal gut, harness, travel goods</td>
<td>2,067</td>
<td>10,947</td>
<td>15,314</td>
</tr>
<tr>
<td>'08</td>
<td>Edible fruit, nuts, peel of citrus fruit, melons</td>
<td>2,632</td>
<td>7,751</td>
<td>15,223</td>
</tr>
<tr>
<td>'57</td>
<td>Carpets and other textile floor coverings</td>
<td>51</td>
<td>7,605</td>
<td>15,101</td>
</tr>
<tr>
<td>'43</td>
<td>Furskins and artificial fur, manufactures thereof</td>
<td>641</td>
<td>17,662</td>
<td>13,032</td>
</tr>
<tr>
<td>'49</td>
<td>Printed books, newspapers, pictures etc</td>
<td>3,514</td>
<td>18,488</td>
<td>9,183</td>
</tr>
<tr>
<td>'37</td>
<td>Photographic or cinematographic goods</td>
<td>8,068</td>
<td>12,197</td>
<td></td>
</tr>
<tr>
<td>'79</td>
<td>Zinc and articles thereof</td>
<td>4,622</td>
<td>9,503</td>
<td>12,181</td>
</tr>
<tr>
<td>'46</td>
<td>Manufactures of plaiting material, basketwork, etc.</td>
<td>1,981</td>
<td>8,504</td>
<td>10,379</td>
</tr>
<tr>
<td>'18</td>
<td>Cocoa and cocoa preparations</td>
<td>1,182</td>
<td>8,413</td>
<td>7,630</td>
</tr>
<tr>
<td>'12</td>
<td>Oil seed, oleagic fruits, grain, seed, fruit, etc, nes</td>
<td>532</td>
<td>9,096</td>
<td>7,358</td>
</tr>
<tr>
<td>'50</td>
<td>Silk</td>
<td>410</td>
<td>4,543</td>
<td>5,336</td>
</tr>
<tr>
<td>'66</td>
<td>Umbrellas, walking-sticks, seat-sticks, whips, etc.</td>
<td>667</td>
<td>5,090</td>
<td>5,333</td>
</tr>
<tr>
<td>'71</td>
<td>Pearls, precious stones, metals, coins, etc</td>
<td>5</td>
<td>2,210</td>
<td>5,172</td>
</tr>
<tr>
<td>'36</td>
<td>Explosives, pyrotechnics, matches, pyrophorics, etc.</td>
<td>74</td>
<td>11,163</td>
<td>4,957</td>
</tr>
<tr>
<td>'65</td>
<td>Headgear and parts thereof</td>
<td>142</td>
<td>2,542</td>
<td>4,593</td>
</tr>
<tr>
<td>'53</td>
<td>Vegetable textile fibres nes, paper yarn, woven fabric</td>
<td>610</td>
<td>1,473</td>
<td>3,790</td>
</tr>
<tr>
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<td>Description</td>
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<td>'92</td>
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<td>------------------------------------------------------------------------------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
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<tr>
<td></td>
<td>Edible vegetables and certain roots and tubers</td>
<td>100</td>
<td>11,092</td>
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<td>3,590</td>
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<tr>
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<tr>
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<tr>
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<tr>
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<td>1,105</td>
</tr>
<tr>
<td>'26</td>
<td>Ores, slag and ash</td>
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<td>542</td>
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<tr>
<td>'93</td>
<td>Arms and ammunition, parts and accessories thereof</td>
<td>-</td>
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<td>345</td>
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<td>'81</td>
<td>Other base metals, cermets, articles thereof</td>
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<td>'75</td>
<td>Nickel and articles thereof</td>
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<td>230</td>
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<td>Works of art, collectors pieces and antiques</td>
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<td>245</td>
<td>165</td>
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<tr>
<td>'14</td>
<td>Vegetable plaiting materials, vegetable products nes</td>
<td>33</td>
<td>212</td>
<td>147</td>
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<td>'45</td>
<td>Cork and articles of cork</td>
<td>14</td>
<td>3</td>
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*Source: ITC Trade map*
ANNEX: 03

List of products exported by Myanmar

<table>
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<tr>
<th>HS Code</th>
<th>Product label</th>
<th>Exported value in 2010</th>
<th>Exported value in 2011</th>
<th>Exported value in 2012</th>
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<td>TOTAL</td>
<td>All products</td>
<td>7,625,237</td>
<td>8,300,076</td>
<td>8,291,996</td>
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<td>'27</td>
<td>Mineral fuels, oils, distillation products, etc</td>
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<td>3,146,346</td>
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<tr>
<td>'44</td>
<td>Wood and articles of wood, wood charcoal</td>
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<td>1,173,064</td>
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<td>'62</td>
<td>Articles of apparel, accessories, not knit or crochet</td>
<td>332,535</td>
<td>793,108</td>
<td>843,282</td>
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<tr>
<td>'07</td>
<td>Edible vegetables and certain roots and tubers</td>
<td>891,000</td>
<td>851,819</td>
<td>809,984</td>
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<td>'71</td>
<td>Pearls, precious stones, metals, coins, etc</td>
<td>1,871,047</td>
<td>797,516</td>
<td>321,500</td>
</tr>
<tr>
<td>'03</td>
<td>Fish, crustaceans, molluscs, aquatic invertebrates nes</td>
<td>318,301</td>
<td>306,489</td>
<td>279,793</td>
</tr>
<tr>
<td>'26</td>
<td>Ores, slag and ash</td>
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<td>244,760</td>
<td>232,550</td>
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<tr>
<td>'40</td>
<td>Rubber and articles thereof</td>
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<td>38,857</td>
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<td>Oil seed, oleagic fruits, grain, seed, fruit, etc, nes</td>
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<td>80,166</td>
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<td>'90</td>
<td>Optical, photo, technical, medical, etc apparatus</td>
<td>9,264</td>
<td>63,279</td>
<td>89,529</td>
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<tr>
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<td>Copper and articles thereof</td>
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<td>321,500</td>
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<tr>
<td>'61</td>
<td>Articles of apparel, accessories, knit or crochet</td>
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<td>61,349</td>
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<tr>
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<td>Edible fruit, nuts, peel of citrus fruit, melons</td>
<td>2,543</td>
<td>41,067</td>
<td>53,401</td>
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<tr>
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<td>Salt, sulphur, earth, stone, plaster, lime and cement</td>
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<td>34,050</td>
<td>30,523</td>
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<tr>
<td>Year</td>
<td>Description</td>
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<td>2014</td>
<td>2029</td>
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<td>------------------------------------------------------------------------------</td>
<td>-------</td>
<td>-------</td>
<td>-------</td>
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<tr>
<td>'20</td>
<td>Vegetable, fruit, nut, etc food preparations</td>
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<td>22,243</td>
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<td>Machinery, nuclear reactors, boilers, etc</td>
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<td>Electrical, electronic equipment</td>
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<td>'01</td>
<td>Live animals</td>
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<td>9,903</td>
<td>14,103</td>
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<tr>
<td>'09</td>
<td>Coffee, tea, mate and spices</td>
<td>10,558</td>
<td>8,656</td>
<td>10,859</td>
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<tr>
<td>'24</td>
<td>Tobacco and manufactured tobacco substitutes</td>
<td>5,948</td>
<td>1,159</td>
<td>8,043</td>
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<tr>
<td>'11</td>
<td>Milling products, malt, starches, inulin, wheat gluten</td>
<td>-</td>
<td>9,057</td>
<td>7,801</td>
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<tr>
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<td>Furniture, lighting, signs, prefabricated buildings</td>
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<td>5,077</td>
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<tr>
<td>'23</td>
<td>Residues, wastes of food industry, animal fodder</td>
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<td>15,174</td>
<td>7,080</td>
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<td>Articles of iron or steel</td>
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<td>5,054</td>
<td>5,063</td>
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<td>Organic chemicals</td>
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<td>5,109</td>
<td>4,797</td>
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<td>Other made textile articles, sets, worn clothing etc</td>
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<td>5,208</td>
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<td>Iron and steel</td>
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<td>Raw hides and skins (other than furskins) and leather</td>
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<td>--------------------------------------------------------------------------</td>
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<td>------</td>
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<tr>
<td></td>
<td>Manufacures of plaing material, basketwork, etc.</td>
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<td>Bird skin, feathers, artificial flowers, human hair</td>
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<td>Sugars and sugar confectionary</td>
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<td>2,045</td>
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<td>Articles of leather, animal gut, harness, travel goods</td>
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<td>1,308</td>
<td>1,319</td>
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<td>Beverages, spirits and vinegar</td>
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<td>341</td>
<td>1,162</td>
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<td>Stone, plaster, cement, asbestos, mica, etc articles</td>
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<td>593</td>
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<td>634</td>
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<td>Tanning, dyeing extracts, tannins, derivs,pigments etc</td>
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<td>663</td>
<td>948</td>
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<td>Headgear and parts thereof</td>
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<td>617</td>
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<td>Soaps, lubricants, waxes, candles, modelling pastes</td>
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<td>------------------------------------------------------------------------------</td>
<td>------</td>
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<tr>
<td>'81</td>
<td>Other base metals, cermets, articles thereof</td>
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<td>584</td>
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<td>'70</td>
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<td>548</td>
<td>519</td>
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<td>Cotton</td>
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<td>Tools, implements, cutlery, etc of base metal</td>
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<td>Miscellaneous articles of base metal</td>
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<td>Special woven or tufted fabric, lace, tapestry etc</td>
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<td>Fertilizers</td>
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<td>-</td>
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<td>313</td>
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<tr>
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<td>Umbrellas, walking-sticks, seat-sticks, whips, etc</td>
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<td>245</td>
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<tr>
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<td>Aircraft, spacecraft, and parts thereof</td>
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<tr>
<td>'43</td>
<td>Furskins and artificial fur, manufactures thereof</td>
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<td>183</td>
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<tr>
<td>'69</td>
<td>Ceramic products</td>
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<td>140</td>
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<tr>
<td>'80</td>
<td>Tin and articles thereof</td>
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<td>176</td>
</tr>
<tr>
<td>'86</td>
<td>Railway, tramway locomotives, rolling stock, equipment</td>
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<td>161</td>
<td>174</td>
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<tr>
<td>'35</td>
<td>Albuminoids, modified starches, glues, enzymes</td>
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<td>182</td>
<td>169</td>
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<tr>
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<td>Toys, games, sports requisites</td>
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<td>157</td>
</tr>
<tr>
<td>'78</td>
<td>Lead and articles thereof</td>
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<td>481</td>
<td>151</td>
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<tr>
<td>'51</td>
<td>Wool, animal hair, horsehair yarn and fabric thereof</td>
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<td>28</td>
<td>119</td>
</tr>
<tr>
<td>Year</td>
<td>Description</td>
<td>Quantity</td>
<td>Unit Quantity</td>
<td>Value</td>
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<td>-----------------------------------------------------------------------------</td>
<td>----------</td>
<td>---------------</td>
<td>--------</td>
</tr>
<tr>
<td>'56</td>
<td>Wadding, felt, nonwovens, yarns, twine, cordage, etc</td>
<td>777</td>
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</tr>
<tr>
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<td>Nickel and articles thereof</td>
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<td>115</td>
</tr>
<tr>
<td>'59</td>
<td>Impregnated, coated or laminated textile fabric</td>
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<td>152</td>
<td>98</td>
</tr>
<tr>
<td>'92</td>
<td>Musical instruments, parts and accessories</td>
<td>-</td>
<td>36</td>
<td>87</td>
</tr>
<tr>
<td>'60</td>
<td>Knitted or crocheted fabric</td>
<td>-</td>
<td>1</td>
<td>77</td>
</tr>
<tr>
<td>'06</td>
<td>Live trees, plants, bulbs, roots, cut flowers etc</td>
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<td>85</td>
<td>47</td>
</tr>
<tr>
<td>'50</td>
<td>Silk</td>
<td>-</td>
<td>76</td>
<td>31</td>
</tr>
<tr>
<td>'91</td>
<td>Clocks and watches and parts thereof</td>
<td>-</td>
<td>13</td>
<td>29</td>
</tr>
<tr>
<td>'30</td>
<td>Pharmaceutical products</td>
<td>108</td>
<td>80</td>
<td>27</td>
</tr>
<tr>
<td>'18</td>
<td>Cocoa and cocoa preparations</td>
<td>-</td>
<td>195</td>
<td>24</td>
</tr>
<tr>
<td>'55</td>
<td>Manmade staple fibres</td>
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<td>387</td>
<td>22</td>
</tr>
<tr>
<td>'79</td>
<td>Zinc and articles thereof</td>
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<td>55</td>
<td>15</td>
</tr>
<tr>
<td>'57</td>
<td>Carpets and other textile floor coverings</td>
<td>-</td>
<td>36</td>
<td>9</td>
</tr>
<tr>
<td>'37</td>
<td>Photographic or cinematographic goods</td>
<td>-</td>
<td>224</td>
<td>1</td>
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<tr>
<td>'02</td>
<td>Meat and edible meat offal</td>
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<td>23</td>
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</tr>
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</table>

Source: ITC Trade map
## ANNEX: 04

### Foreign investments by Country

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<thead>
<tr>
<th>No</th>
<th>Country</th>
<th>No</th>
<th>USD in Mn</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>China</td>
<td>5</td>
<td>13,949</td>
<td>34.3%</td>
</tr>
<tr>
<td>2</td>
<td>Thailand</td>
<td>61</td>
<td>9,568</td>
<td>23.5%</td>
</tr>
<tr>
<td>3</td>
<td>Hong Kong</td>
<td>38</td>
<td>6,308</td>
<td>15.5%</td>
</tr>
<tr>
<td>4</td>
<td>Republic of Korea</td>
<td>49</td>
<td>2,941</td>
<td>7.2%</td>
</tr>
<tr>
<td>5</td>
<td>UK*</td>
<td>52</td>
<td>2,760</td>
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</tr>
<tr>
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<td>Singapore</td>
<td>72</td>
<td>1,804</td>
<td>4.4%</td>
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<td>7</td>
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</tr>
<tr>
<td>8</td>
<td>France</td>
<td>2</td>
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<td>1.2%</td>
</tr>
<tr>
<td>9</td>
<td>United States</td>
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<td>244</td>
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<tr>
<td>10</td>
<td>Indonesia</td>
<td>12</td>
<td>241</td>
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<tr>
<td>11</td>
<td>The Netherlands</td>
<td>5</td>
<td>239</td>
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</tr>
<tr>
<td>12</td>
<td>Japan</td>
<td>24</td>
<td>216</td>
<td>0.5%</td>
</tr>
<tr>
<td>13</td>
<td>India</td>
<td>6</td>
<td>262</td>
<td>0.6%</td>
</tr>
<tr>
<td>14</td>
<td>Philippines</td>
<td>2</td>
<td>147</td>
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</tr>
<tr>
<td>15</td>
<td>Russian Federation</td>
<td>2</td>
<td>94</td>
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</tr>
<tr>
<td>16</td>
<td>Australia</td>
<td>14</td>
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</tr>
<tr>
<td>17</td>
<td>Austria</td>
<td>2</td>
<td>73</td>
<td>0.2%</td>
</tr>
<tr>
<td>18</td>
<td>Panama</td>
<td>2</td>
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</tr>
<tr>
<td>19</td>
<td>Vietnam</td>
<td>3</td>
<td>42</td>
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<td>20</td>
<td>United Arab Emirates</td>
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<td>41</td>
<td>0.1%</td>
</tr>
<tr>
<td>21</td>
<td>Canada</td>
<td>14</td>
<td>40</td>
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<tr>
<td>22</td>
<td>Mauritius</td>
<td>2</td>
<td>31</td>
<td>0.1%</td>
</tr>
<tr>
<td>23</td>
<td>Germany</td>
<td>2</td>
<td>18</td>
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</tr>
<tr>
<td>24</td>
<td>Republic of Liberia</td>
<td>2</td>
<td>15</td>
<td>0.0%</td>
</tr>
<tr>
<td>25</td>
<td>Denmark</td>
<td>1</td>
<td>13</td>
<td>0.0%</td>
</tr>
<tr>
<td>26</td>
<td>Cyprus</td>
<td>1</td>
<td>5</td>
<td>0.0%</td>
</tr>
<tr>
<td>27</td>
<td>Macau</td>
<td>2</td>
<td>4</td>
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</tr>
<tr>
<td>28</td>
<td>Switzerland</td>
<td>1</td>
<td>3</td>
<td>0.0%</td>
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<tr>
<td>29</td>
<td>Bangladesh</td>
<td>2</td>
<td>3</td>
<td>0.0%</td>
</tr>
<tr>
<td>30</td>
<td>Israel</td>
<td>1</td>
<td>2</td>
<td>0.0%</td>
</tr>
<tr>
<td>31</td>
<td>Brunei Darussalam</td>
<td>1</td>
<td>1</td>
<td>0.0%</td>
</tr>
<tr>
<td>32</td>
<td>Sri Lanka</td>
<td>1</td>
<td>1</td>
<td>0.0%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>467</strong></td>
<td><strong>40,699</strong></td>
<td><strong>100%</strong></td>
<td></td>
</tr>
</tbody>
</table>

Source: Ministry of National Planning and Economic Development
ANNEX: 05

MAIN RETAIL PLAYERS IN MYANMAR

CITY MART

Established in 1996, City Mart supermarket has firmly established itself amongst urban households who appreciate quality food and lifestyle. In 2011, it opened Marketplace by City Mart, the flagship store at the Golden Valley shopping center. City Mart Supermarket is determined to be the market leader in food retailing. They are committed to delivering quality, freshness, innovative food ideas, value for money, a comprehensive product range, superior customer services and a pleasant shopping environment for all our customers. At the supermarkets, they offer a wide range of international and premium products to better serve our customers growing lifestyle needs. The company aim to be recognized as “the fresh food people” eventually in the urban community. Currently operates 14 City Mart supermarket outlets and are set to expand further as the customer demands grow. City Mart Supermarket is a subsidiary of City Mart Holdings Co. Ltd

Business Contact Info:

City Mart Holding Co.Ltd.
Head Office: Padonmar Stadium (East Wing),
Bargayar Street,
Sanchaung Township,
Yangon.
Tel: (951) 508460 / 61 / 62
Fax: (951) 512019
Email: enquiry@city.com.mm
Web: www.cmhl.com.mm
**OCEAN**

Ocean was the first Hypermarket to open in Myanmar in 2006 and it is the leading Hypermarket in Myanmar. The supercenters are a convenient one-stop shopping experience to satisfy the needs of every household and every member of the home in the city. Ocean Supercenter is a large format retailer that is committed in delivering great quality and value to all customers. Currently operates 4 Ocean Supercenter outlets with 2 in Yangon, 1 in Nay Pyi Taw and 1 in Mandalay.

The products range from fresh produce, dry foods and snacks to large furnishing and electronics.

Women’s wear, Textile, Mens’ wear, Sportswear, Footwear & Bags. Fashion is important for our everyday lives. It influences how one feels and is how one projects the personality to the world. That’s why Ocean Supercenter is always trying to bring the latest designs and fashion trends. The customers can choose from many styles, colors, sizes and design traditional and modern. The company is constantly extending the product range and variants to meet ever-increasing demands from the customers. To ensure the consistent delivery of quality to the customers, the company works with a host of business supply partners, large or small, from within Myanmar as well as globally.

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**Business Contact Info:**

City Mart Holding Co.Ltd.
Head Office: Padonmar Stadium (East Wing),
Bargayar Street,
Sanchaung Township, Yangon.
Tel: (951) 508460 / 61 / 62
Fax: (951) 512019
Email: enquiry@city.com.mm
Web: oceansupercenter.com
SEIN GAY HAR COMPANY LIMITED

First started Sein Gay Har Super Market at (China Town) in (1985) and expanded to 6 Places. Now there are ( 2 ) Hypermarkets in Dagon Township & Kamayut Township selling consumer goods, textiles, jewellery, medicines and medical equipment, sports equipment and food and beverages including varieties of fast food outlets.

The hypermarkets have floor managers, supervisors and sales persons who are polite and alert to satisfy the needs of the customers. There are daily reviews of the personnel behavior and daily, weekly, monthly audit of revenue. If anyone visits the hypermarket, he will find that the company has a vibrant organizational culture.

Their company type mainly related to Trading, Importers and Exporters, Wholesale and Retail Distributor.

Business Contact Info:
SEIN GAY HAR SUPER CENTRE
No.44, Pyay Road,
Dagon Township,
Yangon,
Myanmar.
Hotline: (+95-1)395 140
Web: www.seingayhar.com
GA MONE PWINT CO. LTD

Ga Mone Pwint Co Ltd or simply GMP Co Ltd, as it was originally known, was founded in 1991. Their mission was to trade used cars, lubricant, car tyre, automotive battery and commodities.

Its first department store of the company was opened in 1995 serving a mid-income clientele. In 1999, GMP extend another department store in downtown area of Yangon, Myanmar. The third department store was opened in 2002 at China town area of Yangon, Myanmar. In 2003, the first department store was extended & renovated with modern design.

With 2004 came a major turning point, the company invested modern 3 storied shopping mall and fourteen-storey condominium with unlimited lifestyle for a growing city. That location is prime area in Yangon, Myanmar. The model shopping mall in Yangon was opened in 2008.

Business Contact Info:

Tel: 95-1-516533-6, 95-1-526928
Email: inquiry@gmpshopping.com
Web: gmpshopping.com
CAPITAL DIAMOND STAR GROUP

Founded in the early 1960's the company was registered as DIAMOND STAR CO. LTD. in 1990 when Myanmar business law was set up. The company's Retail Division was established in 2008 when it opened its first Hypermart under the name of Capital Hypermart. The first Capital Hypermart, situated in Thaketa Township in Yangon, has 6,000 square meters of shopping space and is the first and largest hypermart in Myanmar.

The company envisions Capital Diamond Star Group to become the first choice in the mind of our customers and to be the leading global vendor partners in providing quality products and services for both the Myanmar and the regional markets. The company aspires to create caring and responsible employees working within a corporate culture of integrity with unwavering focus on customer services, the community and the environment.

Business Contact Info:
Sule Pagoda Road Office
No. 256-260, Sule Pagoda Road,
Kyauktada Township,
Yangon, Myanmar.
Tel: +95-1-373 388
Fax: +95-1-242 663
Email: info@cdsg.com.mm
Website: www.cdsg.com.mm
MAIN DISTRIBUTION PLAYERS IN MYANMAR

DKSH

DKSH Myanmar is the leading provider of Market Expansion Services in Myanmar. Operating in Myanmar since 1995, they provide clients and customer’s integrated and tailor-made services along the entire value chain, offering any combination of sourcing, marketing, sales, distribution, and after-sales support services. With over 1,291 specialist employees, DKSH Myanmar provides business partners with a wide range of knowledge and experience, combined with deep industry expertise in the specialized Business Units of Consumer Goods, Healthcare, Performance Materials and Technology. The company has strong linkage throughout the country from the head office in Yangon and branches in Mandalay, Myitkyinar, Taungyi, Mawlamyaing and Lashio. We serve more than 35,000 customers in the country.

Organizational structure is built on all four Business Units: Consumer Goods, Healthcare, Performance Materials and Technology.

- Consumer Goods
- Healthcare
- Performance Materials

Business Contact Info:
No.13, Thit Sar St, Yankin,
Yangon, Myanmar
MEGA LIFE SCIENCES LTD

Established in 1982, Mega Life sciences is engaged in manufacturing, marketing, selling and distributing Medicines – Nutritional, Herbal, OTC-drugs & Prescription-drugs in developing countries. Mega Life sciences is committed to provide quality products & services to our customers & consumers through constant improvement and innovation. Mega Life sciences is a Thinking Organization that changes before it is forced to change & endeavor to grow beyond each of us. Our manufacturing facilities located in Thailand & Australia, have received international accreditation from reputed health authorities around the world with respect to good manufacturing practices. Currently we have offices in 18 Countries and we export to in Asia-Pacific, Middle East, Africa, CIS-Countries, Latin America and Europe. The four pillars of the Mega values consist of; respect for the individual’s differences; freedom in work and the personal life; trust in people; and truth in whatever we do.

We uphold truth in all key aspects:

- Our products meet the standards;
- The doses go by the measure;
- We make no exaggerating claims; and
- We give no false promises.

They are also committed to developing mutual trust and respect in our suppliers, distributors, customers, as well as the country in which we operate.

Business Contact Info:

Mega Lifesciences Ltd.
Universal Building, No.1A/7, Shwe Pin Lon Housing Estate, Bayint Naung Road, Ward 27, North Dagon Township, Yangon, Myanmar  Tel.: 951-701817
Fax: 951-580125
Email: info.mm@megawecare.com
ANNEX: 07

IMPORTANT CONTACT DETAILS

1. Chairman
Myanmar Investment Commission
Office No.32, Nay Pyi Taw
Myanmar
Tel: 067-406075, 067-406342, 067-406122 (Director General)
Contact: U Aung Naing Oo, Director General, Directorate of Investment and Company Administration (DICA)

2. Director General
Customs Department
132 Strand Road, Yangon, Myanmar.
Tel: 95-1-248-173, 95-1-391-437
Website: http://www.myanmarcustoms.gov.mm

3. Central Bank of Myanmar
Building 55, Special Zone,
Yarza Thingaha Road,
Nay Pyi Taw
Tel: 067-418203
Fax: 067-418142

4. Sri Lanka Embassy in Myanmar
34, Taw Win Road, Dagon Township
Yangon, Myanmar.
Tel: 00951222812
Fax: 00951221509
Email: srilankaemb@myanmar.com.mm
embsrilanka@yangon.net.mm

5. Sri Lanka Export Development Board
42 EDB –NDB Tower,
Nawam Mawatha, Colombo 02
Sri Lanka
Tel: 0094 112300705-11
Fax: 0094 112300715
Email: edb@tradenetsl.lk
Web: srilankabusiness.com